

# **CALIFORNIA ECONOMIC BASE REPORT: GREATER SACRAMENTO REGION**



**Prepared for the**



**DECEMBER 2006**

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## **California Economic Strategy Panel**

Secretary Victoria L. Bradshaw – Chair  
The Honorable Juan Arambula, California State Assembly  
Jerold Neuman, Allen, Matkins, Leck, Gamble & Mallory LLP  
Pius Lee, California Realty & Land, Inc.  
Malaki Seku-Amen, UNITY Media  
Joseph Fernandez, Active Motif, Inc.  
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Tommy Ross, Southern California Edison  
Scott Syphax, Nehemiah Corporation  
Pablo Wong, Fidelity National Title Group  
James Beno, Machinists Automotive Trades District Lodge 190  
Lou Anne Bynum, Long Beach Community College District  
  
Edward Kawahara, Ph.D., Principal Consultant

## **Principal Researcher & Author**

Janet Maglinte



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## PREFACE

The bipartisan California Economic Strategy Panel (Panel) was established in 1993 to develop an overall economic vision and strategy to guide public policy. The Panel engages in an objective and collaborative biennial planning process that examines economic regions, industry clusters, and cross-regional economic issues. The 15-member Panel is comprised of eight appointees by the Governor, two appointees each by the California Senate President Pro-Tempore and the California Assembly Speaker and one appointee each by the Senate and Assembly Minority Floor Leaders. The Secretary of the California Labor & Workforce Development Agency serves as the Panel Chair.

The California Regional Economies Project is currently the lead research mechanism for the Panel to identify economic policy issues. The project provides the state's economic and workforce development systems with data and information about changing regional economies and labor markets. The information provides a new resource in economic and workforce development planning and a bridge connecting economic and workforce policies and programs at the state and regional levels.

Since 1996, the Panel recognized the rapidly changing nature of the California economy and its economic regions. In order to understand the state's economy and the changes taking place within industry sectors and industry clusters, it is important to recognize the regional nature of the economy and to analyze the economic base by region. To do this, the statewide and nine regional economic base reports analyze the patterns of employment, business establishments, wages, population, unemployment rate and other key factors.

This report presents a statewide overview and comparative analysis of the nine regions from 2001 to 2004. Also, in-depth economic base reports for each region are available. The previous economic base reports examined the 1990-2002 period, and were the first economic base reports for the regional economies as they are defined today. The Panel's initial work, from 1994-1996, resulted in identification of six regions and provided regional economic base analyses; however, those regions had been significantly redefined by 1998, making comparisons to the early analyses impractical.

The source of the data used for these reports is the official employment and wage information reported by employers to the State. While a variety of other sources provide similar information, they may not capture the official numbers that employers report, or may not include input from all employers. This data source is the most comprehensive and accurate source of information direct from employers, and is therefore the best to use for public policy-making, planning and program administration.

The Panel has taken steps to institutionalize the analysis and preparation of these economic base reports within State government so that this analysis may be provided on a yearly basis. Also, steps have been taken to leverage the body of knowledge that

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now exists around the study of industry clusters, gained through the California Regional Economies Project.

First, a non-confidential version of the data series, the *California Regional Economies Employment Series*, has been made available online by the California Employment Development Department's Labor Market Information Division so that regional organizations may access this data at the county level. Second, a step-by-step guide, the *Clusters of Opportunity User Guide*, is available online so that regional organizations can conduct industry cluster studies and work with business and industry to test and apply the findings. With this information, regional organizations may conduct their own economic base and industry cluster analyses down to the county level, and they may combine county data to create their own sub-regional study areas. Training workshops have been held to teach the methodology and processes outlined in the *Clusters of Opportunity User Guide* to representatives from local and regional organizations including Local Workforce Investment Boards, economic development organizations, and community colleges.

The statewide and regional economic base reports, the *Clusters of Opportunity User Guide* and other studies are available on the Panel's website at <http://www.labor.ca.gov/panel/>.

The *California Regional Economies Employment Series* is available online at <http://www.labormarketinfo.edd.ca.gov/cgi/databrowsing/?PageID=173>.

The California Regional Economies Project is sponsored by the California Labor & Workforce Development Agency, California Employment Development Department, and California Workforce Investment Board.

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## INTRODUCTION

The California Regional Economies Project provides data and information about changing regional economies and labor markets. The information provides a new resource in economic and workforce development planning, and a bridge connecting economic and workforce policies and programs at the state and regional levels.

In order to understand the state's economy and the changes taking place within industry sectors and industry clusters, it is important to recognize the regional nature of the economy and to analyze the economic base by region. To do this, the statewide and nine regional economic base reports analyze the patterns of employment, business establishments, wages, population, unemployment rate and other key factors.

This report presents an in-depth analysis of the Northern Sacramento Valley Region's economic base from 2001 to 2004. The previous economic base report examined the 1990-2002 period. The statewide and eight other regional economic base reports are also available at <http://www.labor.ca.gov/panel/>.

### Data Sources

The Quarterly Census of Employment and Wages (QCEW) data is the source for the private industry data, which uses the North American Industry Classification System (NAICS) coding system. The Current Employment Statistics (CES) data is the source for all levels of government employment data. The CES data does not offer wage information, so the government wage information in this report was taken from the federal Bureau of Labor Statistics (BLS) QCEW non-confidential data available online. A more detailed explanation of the data sources is available in the statewide report.

### Industry Clusters versus Sectors

An industry sector is a group of firms that are doing the same type of work, making the same type of products, or providing the same types of services. Examples include manufacturing, construction, retail trade and health care.

An industry cluster is a group of interdependent industry sectors characterized by competing firms and buyer-supplier relationships, as well as shared labor pools and other specialized infrastructure. They are also geographically concentrated. When identifying "industry clusters of opportunity," the Project adds additional considerations that focus on employment opportunities for regional residents.

### Definition of the Economic Base Industries

Economists divide industries into two groups; export-oriented and local-serving (also referred to as population-driven). Export-oriented industries are industries that sell a large portion of their goods and services to people and businesses in markets outside of the region, creating capital (bringing capital into) the region. Local-serving industries are industries that sell their

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goods and services to people and businesses in markets within the region. These industries do not typically create new capital for the region, but recirculate it within the region.

In the previous economic base reports completed in 2004, the two principal researchers who provided the analyses did not agree on a common definition of an area's economic base. One favored the traditional approach, while the researcher analyzing the rural regions felt that there were key local-serving industries that were critical to these regions and should be included in the economic base.

For the current economic base reports, we have chosen to include some industries in our definition of the economic base that are not traditionally included. We do this in part due to the transformations taking place within the industries or regions, and also in recognition of the importance of industries that provide significant employment opportunities for the region, including some high-wage/high-demand sectors and clusters that would otherwise not be included.

While the traditional discussion of an economic base is still the one most used by economists, we feel the other perspective better fits the nature of the California Regional Economies Project, which constantly views the economy in new ways and from new perspectives in order to see transformations taking place. We acknowledge that this use of the term, "economic base," conflicts with the standard definition, and that we are choosing to redefine it for the purpose of these reports. We respect that some will disagree with our use of the term in this way; however, this should not detract from the important economic information presented in the reports. The current reports begin to address the differences in the definition of the regions' economic base industries, which began with the first economic base reports. We plan to revisit this issue again in the future.

A detailed discussion of the definition of the economic base and the differences between the previous and current reports is available in the statewide report.

Definitions by NAICS code for all of the industry sectors and clusters in the statewide overview and regional economic base reports may be found in Appendix A.

## THE GREATER SACRAMENTO REGION



The Greater Sacramento Region includes six counties — El Dorado, Placer, Sacramento, Sutter, Yolo and Yuba. This region continues to account for 6% of California's jobs and population and just over 3% of manufacturing jobs. The region's unemployment rate in 2005 at 5.0% was below the state average of 5.4%.

The Greater Sacramento Region continues to report the highest job growth rate among the state's nine regions during 2001-2004, as it did from 1990-2002. The region reported job growth of 4.5% for the period 2001-2004, compared to 0.1% for the state.

### Characteristics of the Greater Sacramento Region

(Numbers are in thousands, except for dollar amounts)

	<b>Greater Sacramento</b>	<b>California</b>	<b>Gr. Sacto as % of CA</b>
Population (2006)	2,229.9	37,172	6%
Labor Force (2005)	1,136.7	17,695.6	6%
Unemployment Rate (2005)	5.0%	5.4%	93%
Manufacturing Jobs* (2004)	50.5	1507.8	3%
Per Capita Income (2004)	\$ 32,775	\$ 35,219	93%
Average Wage (2004)	\$ 37,578	\$ 43,724	86%

Source: Jobs, Labor Force, Unemployment Rate and Average Wage – California Employment Development Department, Labor Market Information Division; Population and Per Capita Income – U.S. Bureau of Economic Analysis

\* Manufacturing Jobs reported here are traditional production jobs (NAICS 31-33).

During the period 2001-2004, the Greater Sacramento Region reported a net increase of almost 9,900 private industry establishments (up 18.6%), to almost 62,700 in 2004. The number of establishments has grown steadily from 2001-2004. The industry sectors reporting the greatest increase in number of establishments were Private Households (adding over 6,600 establishments), Professional, Scientific & Technical Services (adding over 600 establishments), and Specialty Trade Contractors (adding almost 500 establishments).



## THE ECONOMIC BASE

The economic base is traditionally considered to be made up of export-oriented industries in the study area - industries that sell a large portion of their goods or services to people and businesses in markets outside of the area. For the purpose of this report, we have chosen to include industries in our definition of the economic base that are not traditionally included. We acknowledge that our definition of the economic base differs from standard practice. We do this in part due to the transformations taking place within the industries or region, and also in recognition of the importance of industries that provide significant employment opportunities for the region, including some high-wage/high-demand industries that would otherwise not be included.

Economic base reports also typically look only at industry sectors; however, this analysis will also include industry clusters, where studies by the California Regional Economies Project have defined clusters that provide significant employment for the region<sup>1</sup>.

The criteria for selecting the components of the economic base include the top job providers in 2004, those industries with a high growth rate from 2001 – 2004, and the top job generators from 1990 to 2002, as identified in the previous economic base report. In those cases where industry clusters are examined beginning with the 2001-2004 period, direct comparisons may not be possible with the findings from the first economic base report.

Based on these criteria, the industry clusters and industries included in the Greater Sacramento Region's economic base for this analysis are the following<sup>2</sup>, listed by NAICS code:

- The Food Chain
- Construction
- Manufacturing Value Chain
- Wholesale Trade
- Health Sciences & Services
- Basic Information Services
- Professional, Scientific, Technical & Management Services
- Entertainment & Tourism
- All Government

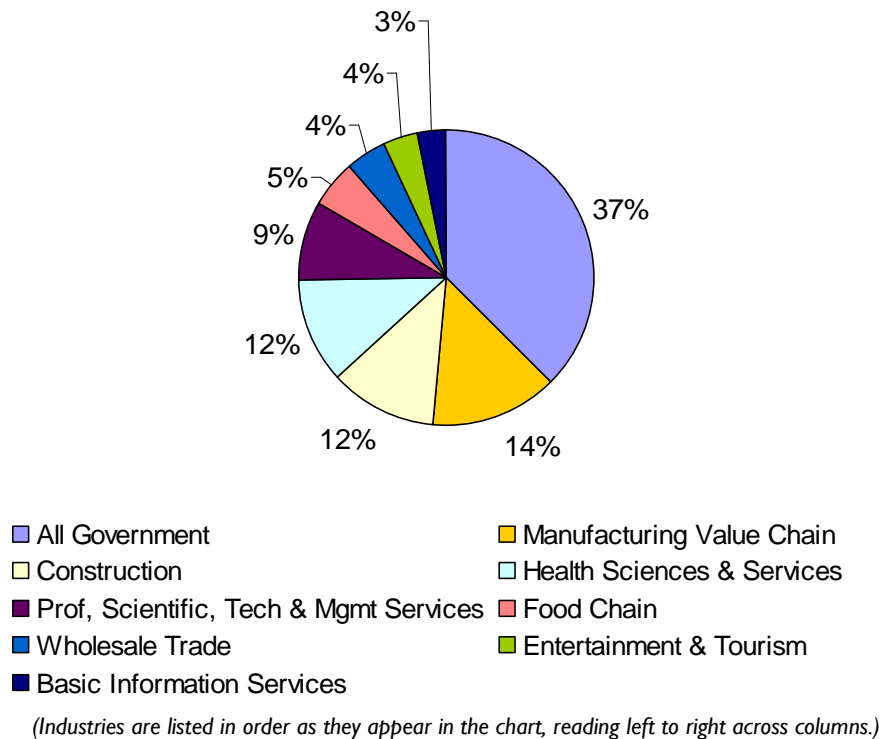
The total jobs reported by the economic base industries and clusters represent almost 68% of the region's total jobs. From 2001-2004, the economic base gained over 17,800 jobs, an increase of 3%.

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<sup>1</sup> Industry Clusters of Opportunity are defined by the California Regional Economies Project as geographically-concentrated, and interdependent industry sectors characterized by competing firms and buyer-supplier relationships, as well as shared labor pools and other specialized infrastructure. In addition to export-oriented sectors, they also include population-driven sectors as well as sectors that offer occupations with career potential.

<sup>2</sup> See Appendix A for a complete listing of all sub-sectors included in the economic base industries and industry clusters.

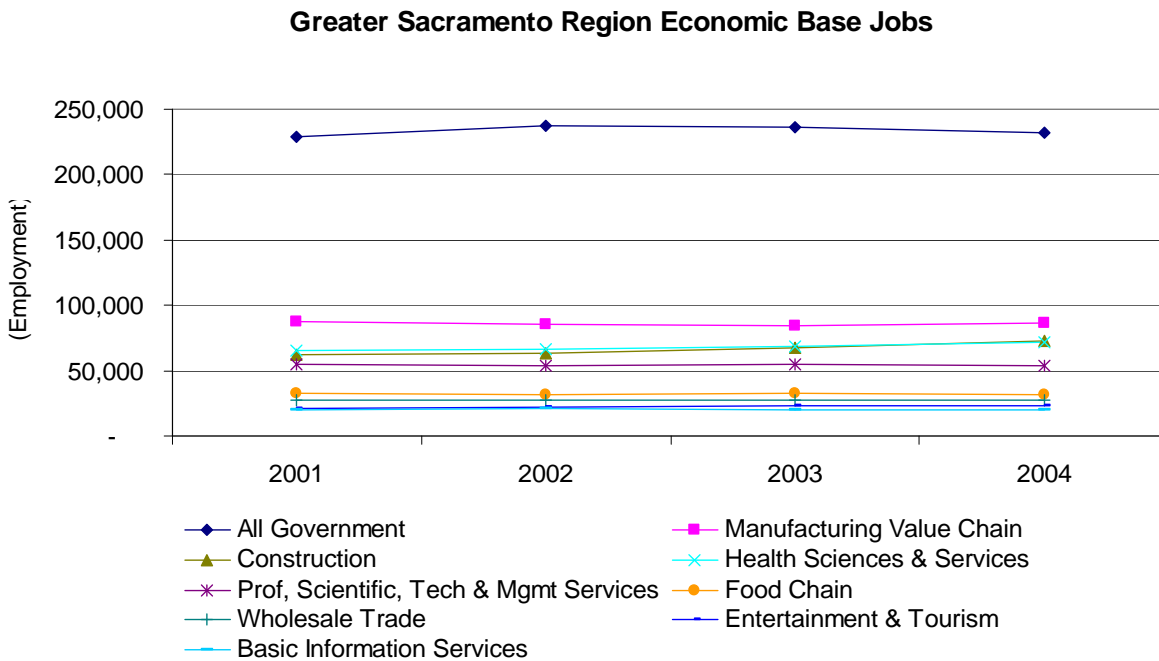
### Composition of the Greater Sacramento Region Economic Base



All Government continues to be the largest industry in the Greater Sacramento Region's economic base, with 231,800 jobs in 2004. Next are the Manufacturing Value Chain (over 86,500 jobs); Construction (almost 73,000 jobs); Health Sciences & Services (almost 68,700 jobs); and, Professional, Technical, Scientific & Management Services (53,300 jobs).

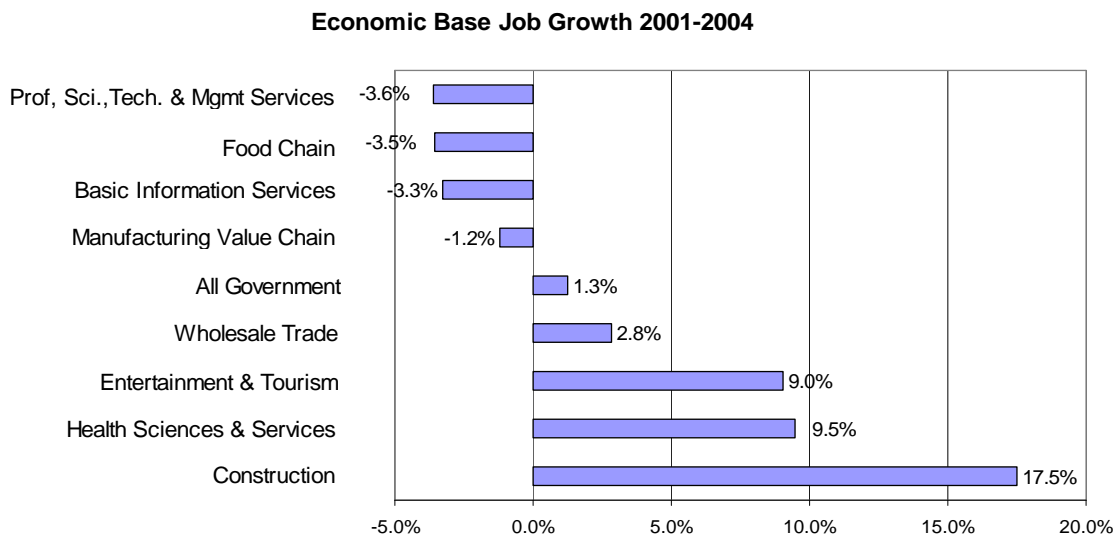
The remaining industries in the economic base are the Food Chain (almost 31,900 jobs), Wholesale Trade (almost 27,900 jobs), Entertainment & Tourism (almost 23,300 jobs), and Basic Information Services (over 19,700 jobs).

The following graph shows employment for the economic base industries and clusters from 2001-2004:



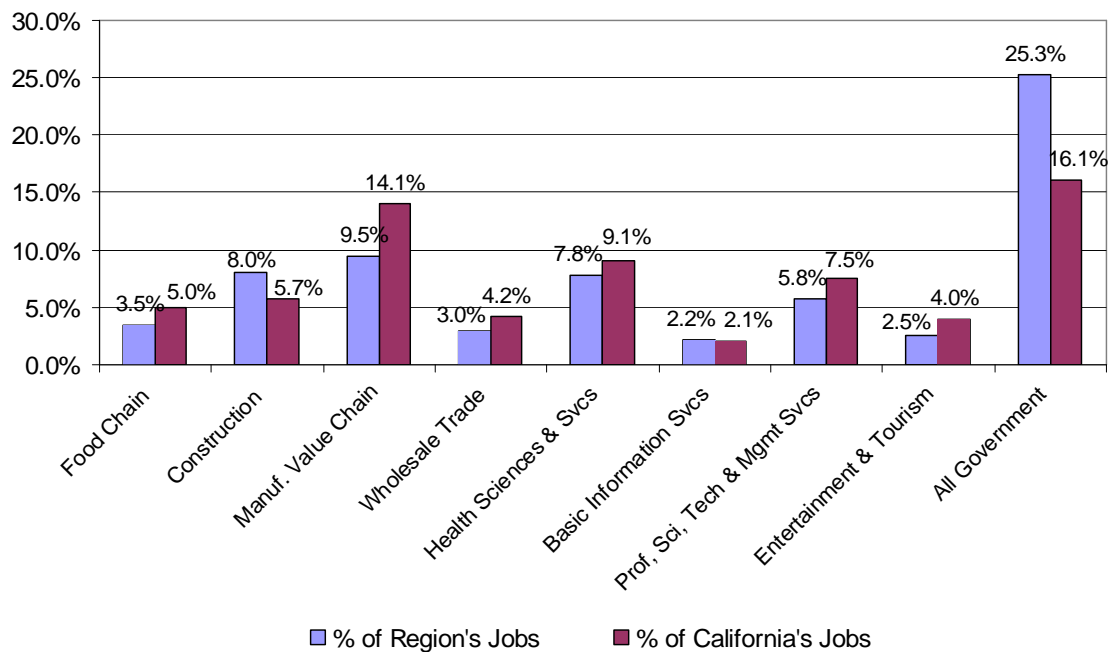
In addition to size, another important measure is job growth. From 2001-2004, five of the industries and clusters reported job growth; four reported job losses. Those reporting losses were Professional, Scientific, Technical & Management Services, down 3.6% or almost 2,000 jobs; the Food Chain, down 3.5% or almost 1,200 jobs; Basic Information Services, down 3.3% or almost 700 jobs; and, the Manufacturing Value Chain, down 1.2% or almost 1,100 jobs.

The following graph shows the job growth and losses from 2001-2004:



Another factor to consider is the concentration of an industry within a region – the percentage of the region’s jobs that the industry provides – and also how this compares to the concentration within the state or nation. The following graph compares the concentration of the leading employment sectors in the region to the statewide concentration.

**Share of Regional & Statewide Employment**



The average annual wage<sup>3</sup> for all industries in the Greater Sacramento Region is \$37,578. This region has the fourth highest overall average wage of the nine regions. Within the region’s economic base, the average annual wage by industry and cluster ranges from a high of \$56,470 for Professional, Scientific, Technical & Management Services jobs, to a low of \$20,182 for Entertainment & Tourism jobs. (Wages for the All Government industry are not available.)

The Professional, Scientific, Technical & Management Services industry reports the highest average wage and provides 9% of the jobs in the region’s economic base. Entertainment & Tourism reported the lowest averages wages and provides just 4% of the economic base jobs.

Health Sciences & Services reported the greatest (percentage) increase in average wages from 2001 to 2004, rising over 20%, from \$38,823 in 2001 to \$46,697 in 2004; the cluster provides 12% of the region’s economic base jobs. The industry or cluster reporting the least change

<sup>3</sup> The average annual wage is calculated by dividing the total wages by the total employment (both figures are reported by the employers); the wages and employment data reported do not distinguish between part and full time hours or overtime hours worked. This statistic provides good information for making comparison and tracking trends; however, it may not be the best resource available for employers or researchers and service providers to use when determining a competitive or typical pay scale for employees in a particular industry and/or region.

was the Manufacturing Value Chain, increasing by almost 8% during this period, followed closely by Construction, up just over 8%.

The following table provides the average annual wage for each industry and cluster in the region's economic base, and compares these to the statewide averages. It also shows the percentage of the economic base jobs that each industry/cluster provides, to point out the percentage of jobs in the higher and lower paying industries/clusters.

<b>Average Annual Wages 2004</b>	<b>Statewide</b>	<b>Greater Sacramento Region</b>	<b>% of Region's Economic Base Jobs</b>
ALL INDUSTRIES	\$ 43,724	\$ 37,578	
Food Chain	31,939	34,856	5%
Construction	43,707	41,939	12%
Manufacturing Value Chain	54,162	50,850	14%
Wholesale Trade	28,546	48,726	4%
Basic Information Services	83,197	55,891	3%
Prof, Scientific, Tech. & Mgmt Services	71,904	56,470	9%
Health Sciences & Services	49,205	46,697	12%
Entertainment & Tourism (Urban)*	20,802	20,182	4%
All Government	47,835	\$51,381	37%

\* The definition of the Entertainment & Tourism industry differs from urban to rural regions, for the purpose of this report. For urban regions, Entertainment & Tourism combines Arts, Entertainment & Recreation with Accommodation and Motion Picture & Sound Recording Industries; it does not include Food Services. For rural regions, Entertainment & Tourism combines Accommodation & Food Services with Arts, Entertainment & Recreation; it does not include Motion Picture & Sound Recording Industries. For the statewide analysis, the Entertainment & Tourism industry combines Accommodation & Food Services with Arts, Entertainment & Recreation, and also includes Motion Picture & Sound Recording Industries.

\*\* Government average annual wages include the wages for a broad spectrum of jobs, including elected officials and executive branch, judicial, defense, law enforcement, firefighting, education and other public administration jobs. The source for this data is the Bureau of Labor Statistics (BLS) online QCEW data, as the CES data used for the government employment numbers does not include wage information. Wage data for some counties was suppressed.

The remainder of this report discusses each economic base industry sector and cluster in further detail.

## THE FOOD CHAIN

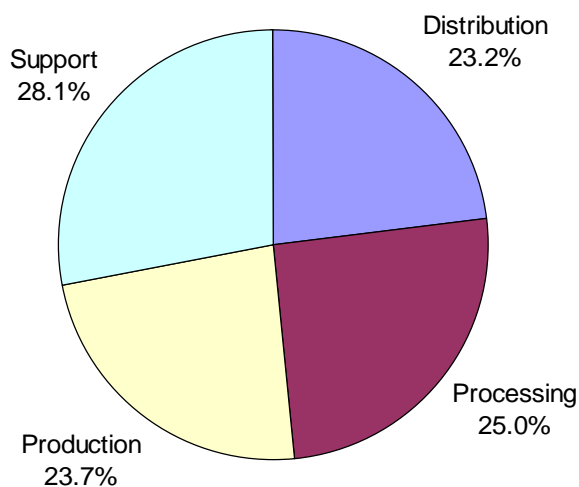
The Food Chain cluster has been defined by the California Regional Economies Project as including not only Production sectors, but also Support, Processing and Distribution sectors. The previous economic base report only looked at agriculture as a part of the Resource Based industries. This report will instead look at the Food Chain cluster.

The Food Chain cluster provides over 5% of the economic base jobs for the Greater Sacramento Region, and 3.5% of all jobs in the region.

From 1990-2002, the Agriculture, Forestry, Fishing & Hunting industry employment decreased from 14,200 jobs in 1990 to 13,800 jobs in 2002. Fruit & Vegetable Preserving also lost jobs, from 3,200 in 1990 to 1,900 jobs in 2002.

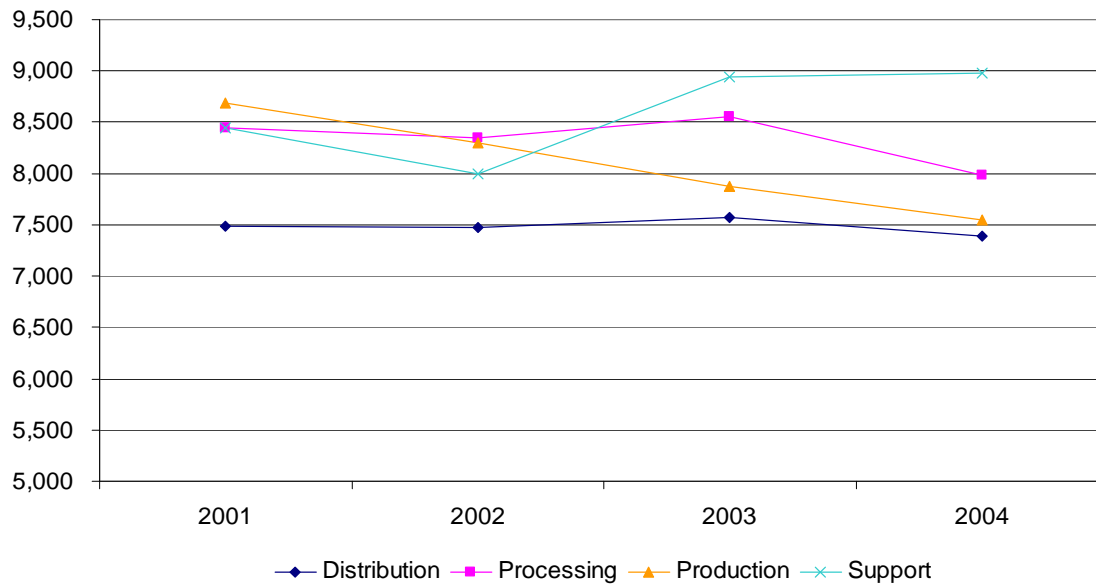
For the 2001-2004 period, the Food Chain cluster experienced net job losses of almost 1,200 jobs, or 3.5%, dropping from almost 33,100 jobs in 2001 to almost 31,900 jobs in 2004. In 2004, Support represented 28% of the cluster; Production represented 24%; Processing represented 25%; and, Distribution represented 23%.

**The Greater Sacramento Region Food Chain  
2004**



From 2001-2004, Production lost over 1,100 jobs (down 13%), Processing lost almost 500 jobs (down 5.5%), and Distribution lost about 100 jobs (down over 1%). Only the Support component reported job growth, growing by over 500 jobs or 6%.

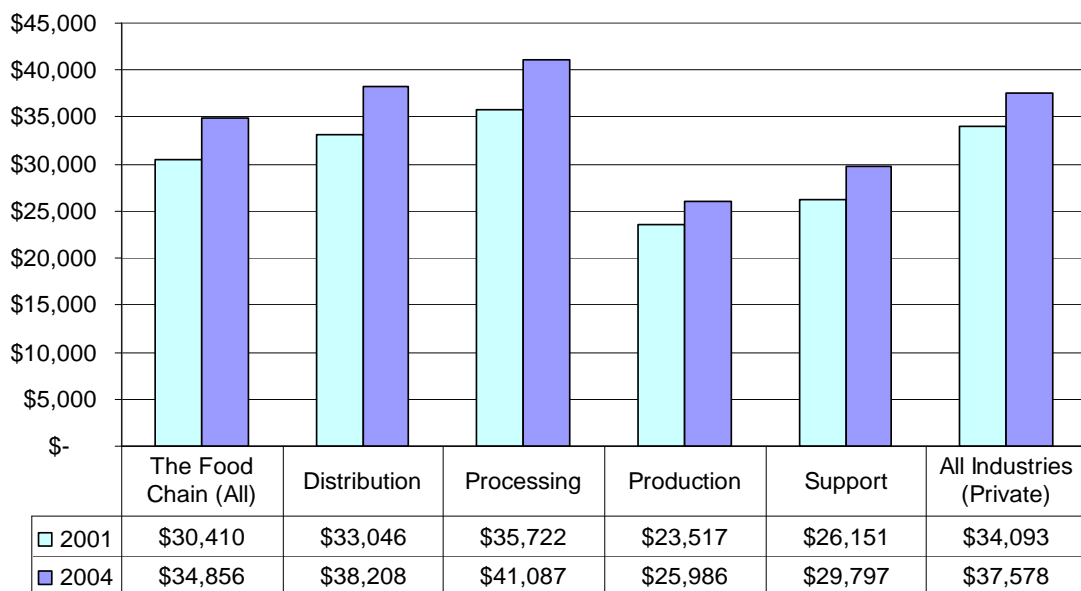
### Food Chain Jobs



Within Support, the largest sub-sector is Support Activities for Crop Production, followed by Veterinary Activities. Within Production, the largest sub-sector by far is Fruit & Tree Nut Farming, with almost 4,300 jobs – over four times that of the second largest sub-sector, Vegetable & Melon Farming. Within Processing, the largest sub-sector is Fruit & Vegetable Preserving & Specialty Food Manufacturing, followed by Bakeries & Tortilla Manufacturing and Soft Drink & Ice Manufacturing. Within Distribution, the largest sub-sector by far is Grocery & Related Product Wholesalers, followed by Specialty Food Stores.

The Food Chain cluster's average annual wage for the region in 2004 was \$34,856. Within the cluster, for Support jobs the average annual wage was \$29,797; for Production jobs the average was \$25,986; for Processing jobs the average was \$41,087; and, for Distribution jobs the average was \$38,208. The Food Chain cluster provides 5% of the region's economic base jobs.

### The Food Chain Wages



The following table provides information on employment by major component:

Greater Sacramento Region				
Food Chain				
(Thousands of Jobs)				
	2001	2002	2003	2004
Support	8.4	8.0	8.9	9.0
Production	8.7	8.3	7.9	7.5
Processing	8.4	8.4	8.5	8.0
Distribution	7.5	7.5	7.6	7.4

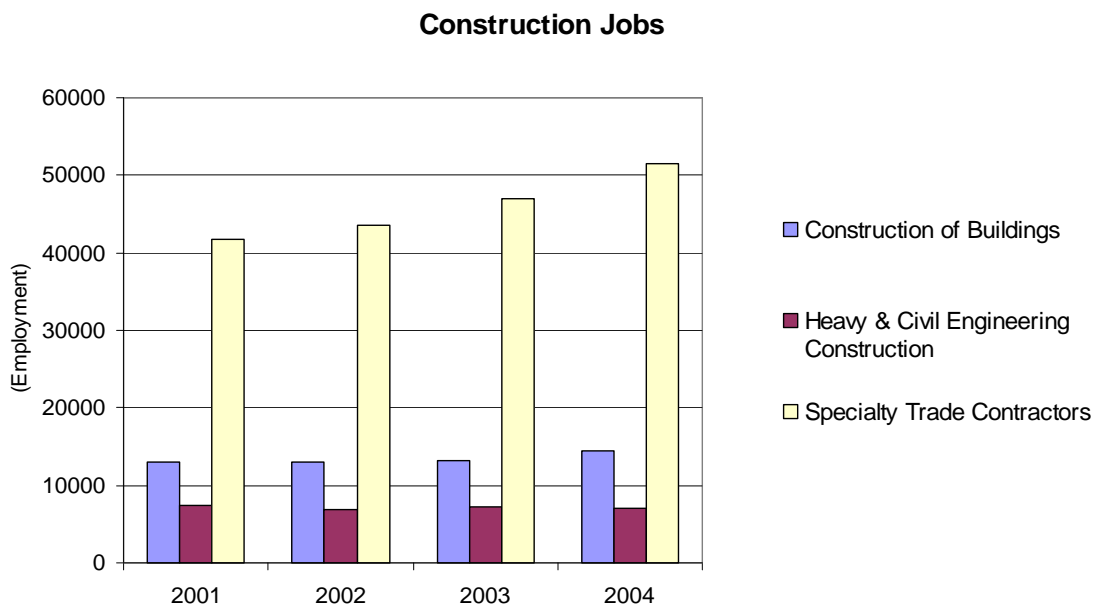
Source: California Employment Development Department



## CONSTRUCTION

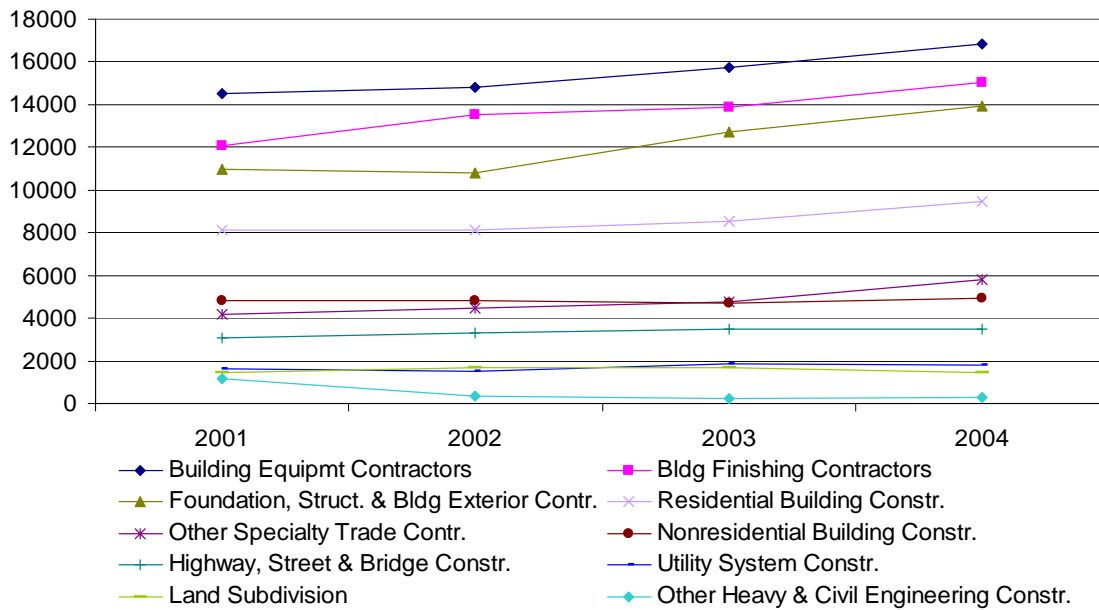
Construction is the second largest component of the Greater Sacramento region's economic base. In 2004, Construction jobs accounted for 17.8% of the region's economic base and 7.7% of the region's total employment. Construction slowed in the early '90's recession but showed job gains during the recent statewide recession. Overall, the industry has reported job growth each year, from 2001 to 2004. This parallels the growth in the area, the strong housing market and rise in new housing development during this same time.

Within the Construction industry, the Construction of Buildings and Specialty Trade Contractors sectors reported growth from 2001 – 2004, while the Heavy and Civil Engineering Construction sector lost jobs.



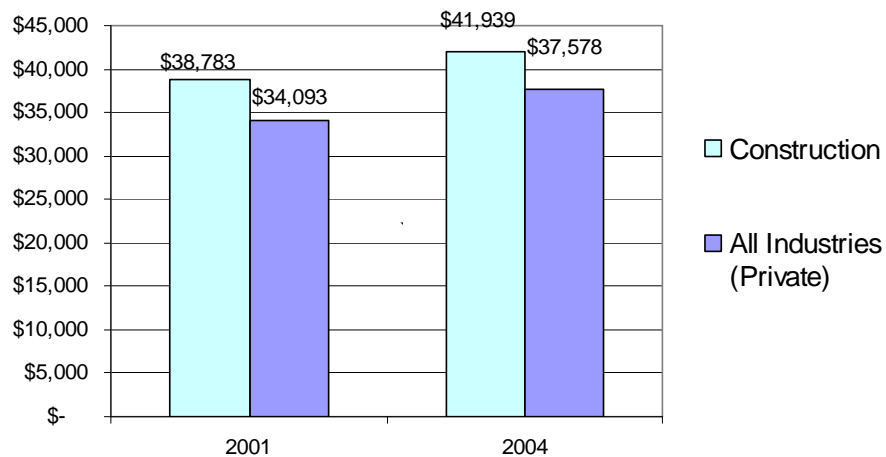
A number of smaller sub-sectors reported strong employment growth during this period, including Other Specialty Trade Contractors (up 37.6%); Foundation, Structure, and Building Exterior Contractors (up 27%); Building Finishing Contractors (up 24.2%); Residential Building Construction (up 16.1%); Building Equipment Contractors (up 15.8%); Utility System Construction (up 13.3%); and, Highway, Street & Bridge Construction (up 13.1%). Nonresidential Building Construction was up only 1.7%. Those reporting job losses include Other Heavy & Civil Engineering Construction, down almost 75%, and Land Subdivision, down just over 2%.

### Construction Sub-sector Employment



The industry's average annual wage for the region in 2004 was \$41,939, up just over 8% from the 2001 average of \$38,783. Construction provides 12% of the region's economic base jobs. The following chart shows the changes from 2001 to 2004 and compares the industry's average with the region's overall average wage (all industries).

### Construction Wages



The following table provides information on employment in the Construction industry:

<b>Greater Sacramento Region</b> <b>Construction</b> (Thousands of Jobs)				
	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>
Residential Building Construction	8.2	8.2	8.5	9.5
Nonresidential Building Construction	4.8	4.8	4.7	4.9
Utility System Construction	1.6	1.5	1.8	1.8
Land Subdivision	1.5	1.7	1.7	1.4
Highway, Street & Bridge Construction	3.1	3.3	3.5	3.5
Other Heavy & Civil Engineering Construction	1.2	0.3	0.3	0.3
Foundation, Structure, & Exterior Contractors	11.0	10.8	12.7	13.9
Building Equipment Contractors	14.5	14.8	15.7	16.8
Building Finishing Contractors	12.1	13.5	13.9	15.0
Other Specialty Trade Contractors	4.2	4.4	4.8	5.8

Source: California Employment Development Department

## MANUFACTURING VALUE CHAIN

Manufacturing industries are important for innovation, high wages and exports. Yet, the production component of manufacturing is not likely to be a growing source of job growth for the region or the state.

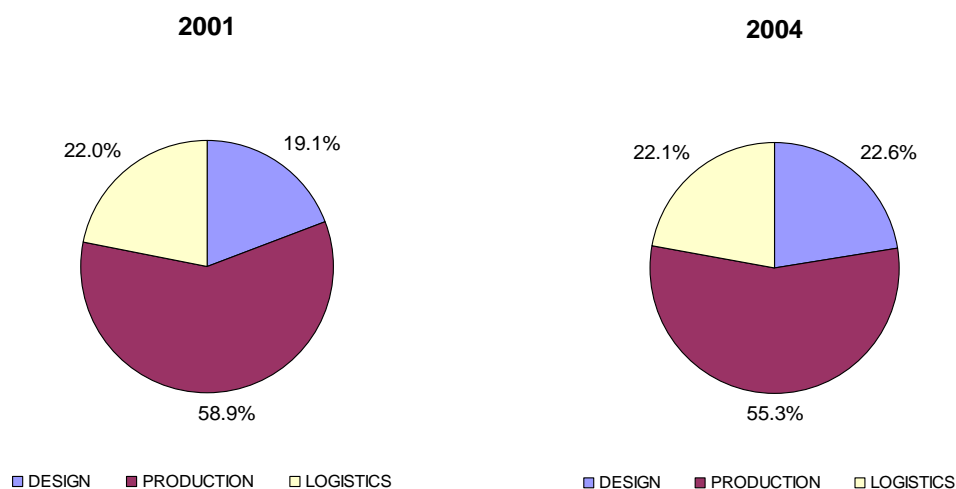
California's manufacturing industry is undergoing a transformation. While traditional manufacturing (production) jobs are declining, job growth is occurring in the design and logistics (warehousing and delivery) phases of manufacturing. Improvements in production technology have impacted the number of production jobs while the "just in time" approach to supply and delivery is lowering warehousing costs and has increased the number and types of jobs in logistics.

The California Regional Economies Project calls this industry cluster the Manufacturing Value Chain. The design and logistics components of manufacturing are providing more middle and higher-level jobs that pay well and offer career development opportunities.

Manufacturing remains an important component of the Greater Sacramento Region's economy. The Manufacturing Value Chain cluster provides 10% of the jobs in the region's economic base, and 6.6% of all jobs in the region.

In 2004, Design represented almost 23% of the jobs in the Manufacturing Value Chain cluster; Production represented over 55%; and, Logistics represented over 22% of the cluster. Since 2001, the Design share of the cluster employment has increased by 17%, and the Logistics component's share has increased very slightly (0.1%). At the same time, Production jobs have decreased. Design grew jobs from 2001 – 2004, while Production and Logistics lost jobs. Overall, the cluster lost almost 1,100 jobs from 2001-2004, or 1.2%; Production lost the greatest percentage of jobs (over 7%).

The following graph illustrates how Design, Production and Logistics jobs have changed in the region from 2001 to 2004:



Within the Design component of the Manufacturing Value Chain, the Architectural, Engineering & Related Services sub-sector provided the most jobs in 2004, with over 8,600 jobs. This sub-sector reported job growth of over 2%. The second largest sub-sector in Design was Management, Scientific & Technical Consulting Services, with 7,300 jobs. This sub-sector reported significant job growth of over 56%.

Within Production, the Computer & Peripheral Equipment Manufacturing sub-sector reported the most jobs (almost 6,400 in 2004), but experienced losses of 15% from 2001 to 2004. Second, the Semiconductor & Other Electronic Component Manufacturing sub-sector reported almost 5,900 jobs in 2004, but experienced job losses of 13.5% for the period. The third largest Production sub-sector was Other Wood Product Manufacturing, which provided almost 3,200 jobs in 2004, but also experienced job losses (12%).

Within Logistics, the Warehousing & Storage sub-sector provided the most jobs (over 5,000), and reported job growth of over 600 jobs, or 14.4%. The second largest was Couriers, with almost 3,900 jobs, but job losses of almost 6%. These were followed by General Freight Trucking and Specialized Freight Trucking.

## TWO KEY SECTORS WITHIN TRADITIONAL MANUFACTURING

The previous economic base report looked specifically at the Diversified Manufacturing and High Tech Manufacturing sectors. Each is discussed briefly below, to provide an update on these key sectors.

### Diversified Manufacturing

Diversified Manufacturing provided just over 6% of the economic base jobs for the Greater Sacramento Region in 2004. The industry reported strong job growth between 1993 and 2000, after the recession of the early 1990's, and then job losses during the recession. These losses continued into 2003, but employment started to grow again in 2004. Overall, for the 2001-2004 period, the industry lost almost 7% of its jobs.

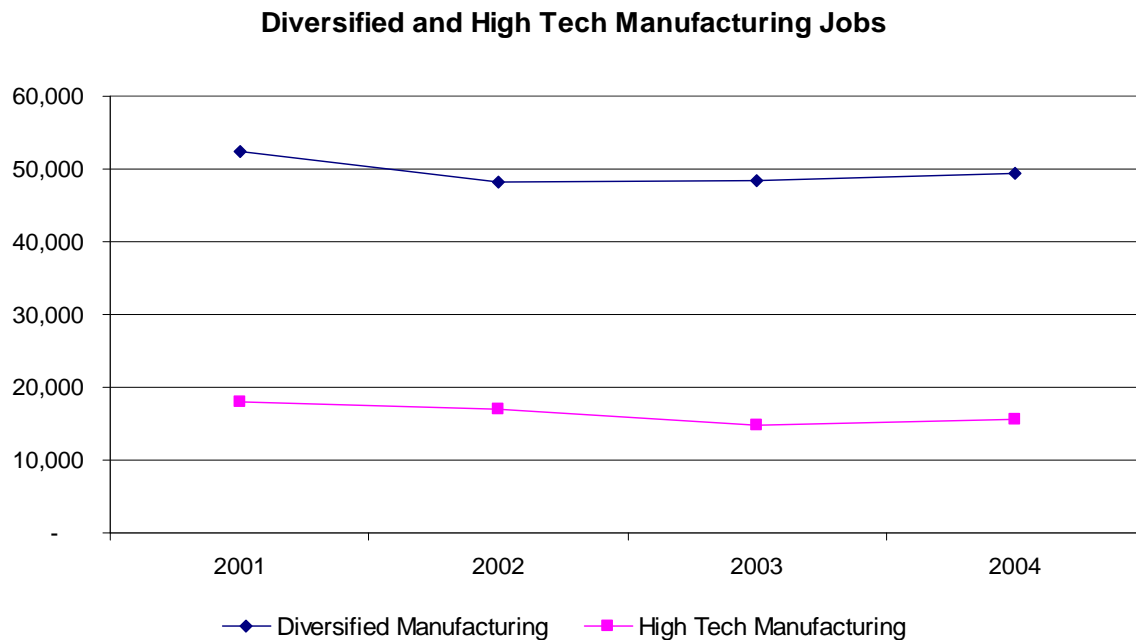
Within the Diversified Manufacturing industry, the larger sector based on employment include Wood Product Manufacturing (almost 4,900 jobs), Fabricated Metal Product Manufacturing (just over 3,800 jobs), Furniture & Related Product Manufacturing (over 2,700 jobs), Nonmetallic Mineral Product Manufacturing (2,500 jobs), Printing & Related Support Activities (over 2,400 jobs), and Beverage Manufacturing (over 1,800 jobs).

Of these, those reporting employment growth from 2001-2004 include Fabricated Metal Product Manufacturing, Nonmetallic Mineral Product Manufacturing and Beverage Manufacturing. Within Beverage Manufacturing, winery and brewery jobs grew, while soft drink and ice manufacturing declined.

### High Tech Manufacturing

The first economic base report showed that High Tech Manufacturing job levels grew rapidly between 1990 and 2000 as the result of companies like Intel and Hewlett Packard expanding

production in the region. Since 2000, job levels fell as part of the nation's high tech recession. During the period 2001 – 2004, the region continued to lose jobs in this sector, which fell by 1,600 jobs, or almost 10%.



In the past, the region's high tech manufacturing jobs were concentrated in two high tech sectors; Computer & Peripheral Equipment Manufacturing and Semiconductors & Other Electronic Component Manufacturing.

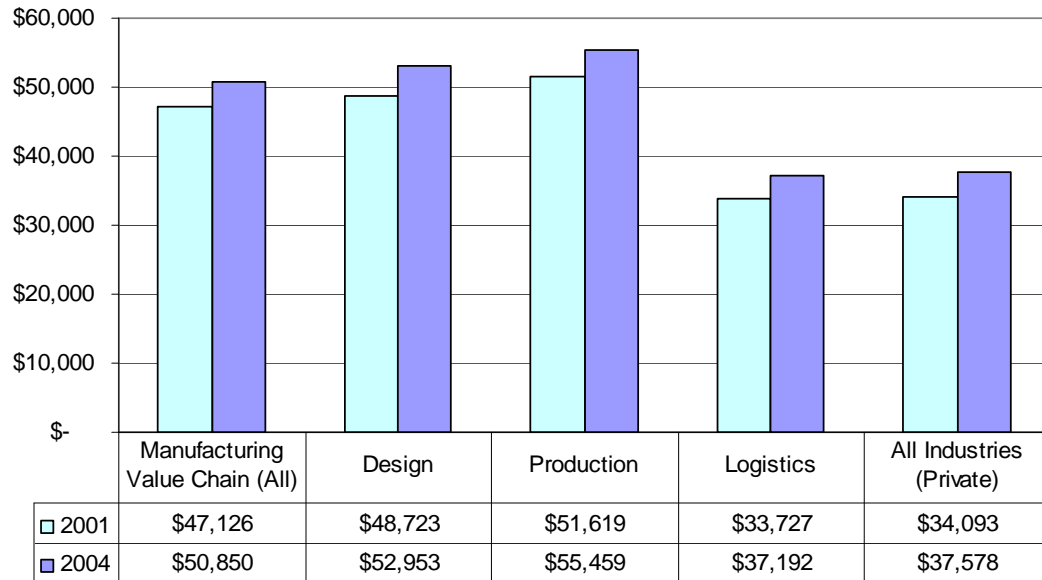
Computer & Peripheral Equipment Manufacturing provided the most jobs, with employment peaking in 1999, but then dropping about 3,000 jobs through 2003. In 2004, the region regained 600 of these jobs, but overall for the period 2001-2004, the sector reported a 15% job loss.

Semiconductors & Other Electronic Component Manufacturing reported the second highest number of jobs in the sector in 2004. This sector's employment had grown through 2001, but then decreased through 2003. As of 2004, this sector, like computers, had regained over 500 of these jobs. For 2001-2004, the sector lost over 13% of its jobs.

The Manufacturing Value Chain cluster's average annual wage for the region in 2004 was \$50,850, up almost 8% from the 2001 average of \$47,126. Within the cluster, the component with the highest average annual wage is Production, with an average of \$55,459 in 2004. The Manufacturing Value Chain provides 14% of the region's economic base jobs.

The following chart graphs the changes from 2001 to 2004 and compares the industry's average with the region's overall average wage (all industries).

**The Manufacturing Value Chain Wages**



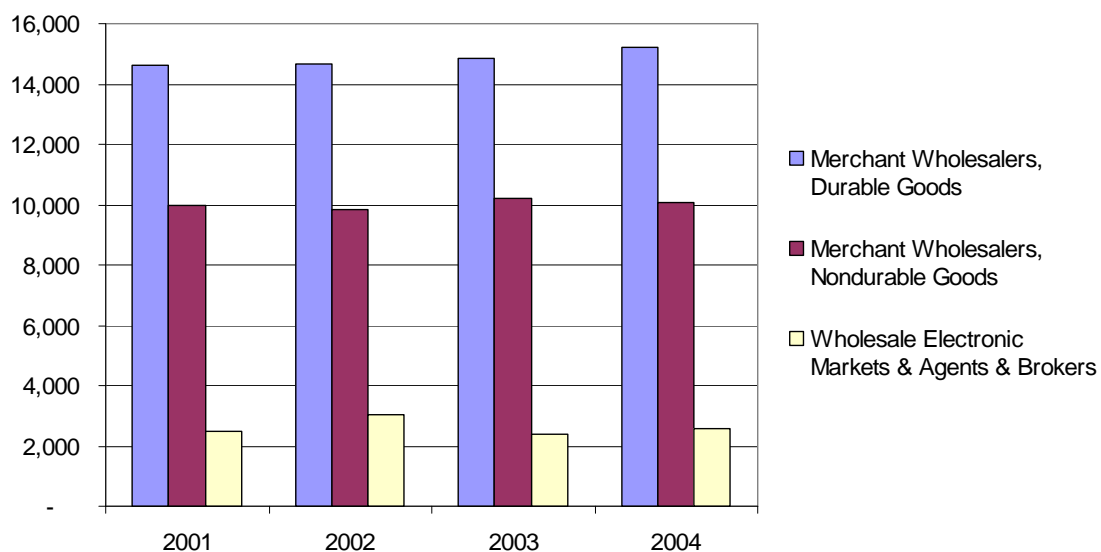
## WHOLESALE TRADE

Wholesale Trade provided 4.5% of the economic base jobs for the Greater Sacramento Region in 2004, with almost 27,900 jobs, and 3% of all jobs in the region.

During the period of 1990-2002, Wholesale Trade employment grew from 18,400 jobs to about 24,200 jobs, an increase of 31.5%. Employment grew steadily, with a dip in 1993-1994. Growth peaked in 2001, and then leveled off in 2002. (The data for the 1990-2002 period include Wholesalers of Durable Goods and Wholesalers of Nondurable Goods; the data for the 2001-2004 period adds Wholesale Electronic Markets & Agents & Brokers, so totals will differ for the overlapping years.)

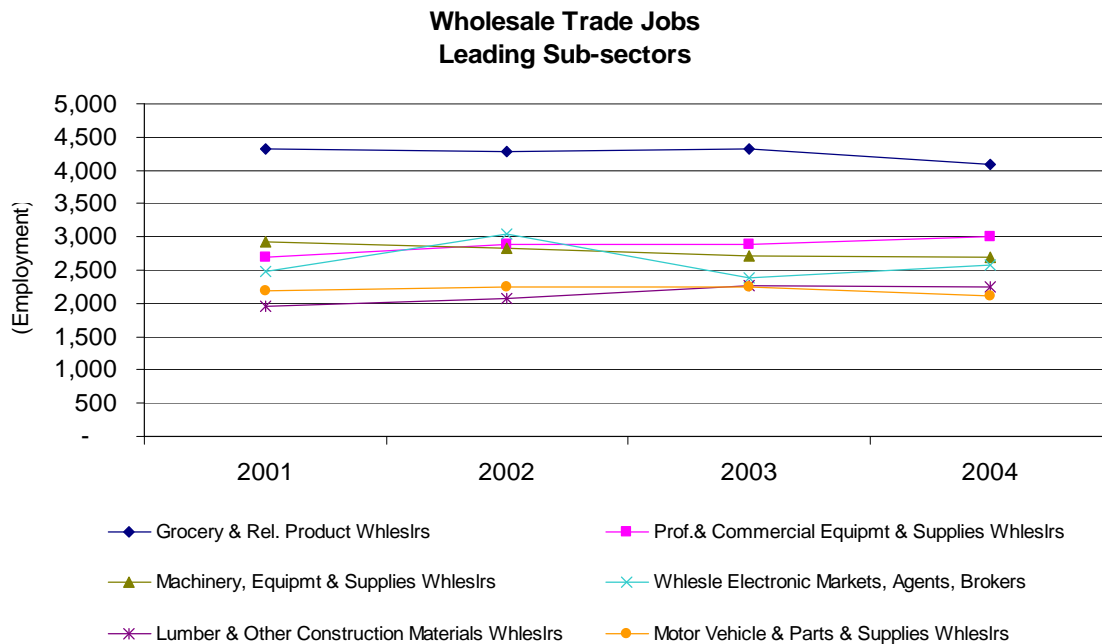
For the 2001-2004 period, Wholesale Trade gained almost 800 jobs, from about 27,100 in 2001 to almost 27,900 in 2004 – a gain of almost 3%. During this time, all three sectors reported growth; Wholesalers of Durable Goods grew 3%, Wholesalers of Nondurable Goods grew less than 1%, and the smaller sector, Wholesale Electronic Markets & Agents & Brokers, grew by over 4%.

**Wholesale Trade Jobs**

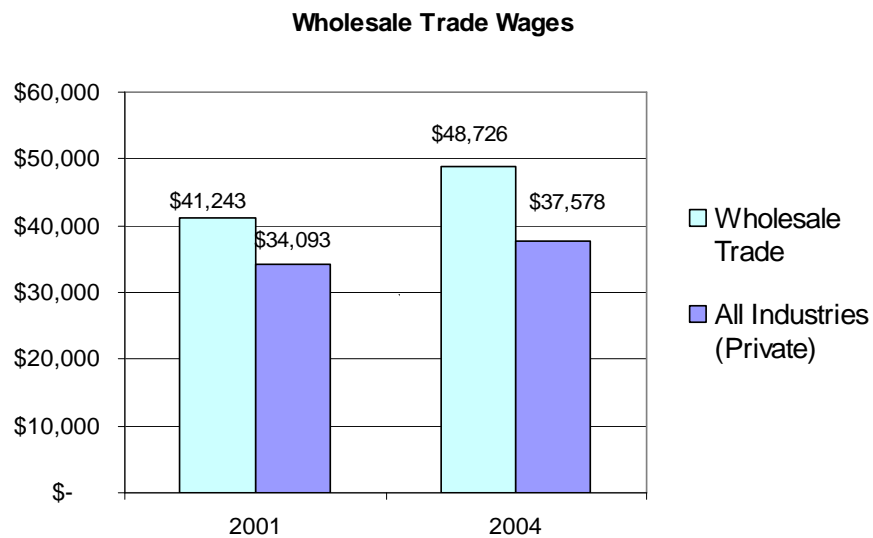


Within the Wholesale Trade industry, the sub-sectors providing the greatest number of jobs are Grocery & Related Product Wholesalers (almost 4,100 jobs in 2004); Professional & Commercial Equipment & Supplies Merchants (3,000 jobs); Machinery, Equipment & Supplies Merchant Wholesalers (almost 2,700 jobs); and, Wholesale Electronic Markets & Agents & Brokers (almost 2,600 jobs).





The industry's average annual wage for the region in 2004 was \$48,726, up just over 18% from the 2001 average of \$41,243. Wholesale Trade provides 4% of the region's economic base jobs. The following chart graphs the changes from 2001 to 2004 and compares the industry's average with the region's overall average wage (all industries).



The following table provides information on employment in the Wholesale Trade industry:

<b>Greater Sacramento Region</b>				
<b>Wholesale Trade</b>				
(Thousands of Jobs)				
	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>
Motor Vehicle, Parts, Supplies Wholesalers	2.2	2.3	2.2	2.1
Furniture & Home Furnishing Wholesalers	0.4	0.4	0.4	0.4
Lumber & Construction Materials Wholesalers	2.0	2.1	2.3	2.2
Prof. & Commercial Equip. & Supplies Wholesalers	2.7	2.9	2.9	3.0
Metal & Mineral (except Petroleum) Wholesalers	0.4	0.3	0.3	0.3
Electrical & Electronic Goods Wholesalers	1.0	1.0	1.2	1.3
Hardware, Plumbing, Heating & Supplies Wholesalers	1.8	1.8	1.7	1.9
Machinery, Equipment, & Supplies Wholesalers	2.9	2.8	2.7	2.7
Miscellaneous Durable Goods Wholesalers	1.3	1.0	1.1	1.2
Paper & Paper Product Wholesalers	1.0	0.8	0.6	0.6
Drugs and Druggists' Sundries Wholesalers	1.1	1.2	1.6	1.7
Apparel, Piece Goods, & Notions Wholesalers	0.1	0.1	0.1	0.1
Grocery & Related Product Wholesalers	4.3	4.3	4.3	4.1
Farm Product Raw Material Wholesalers	0.2	0.2	0.2	0.2
Chemical & Allied Products Wholesalers	0.2	0.2	0.3	0.2
Petroleum & Petroleum Products Wholesalers	0.4	0.4	0.5	0.5
Beer, Wine, & Distilled Alcoholic Bev. Wholesalers	0.7	0.7	0.7	0.8
Miscellaneous Nondurable Goods Wholesalers	1.9	2.0	2.0	2.0
Wholesale Electronic Markets & Agents & Brokers	2.5	3.1	2.4	2.6

Source: California Employment Development Department.

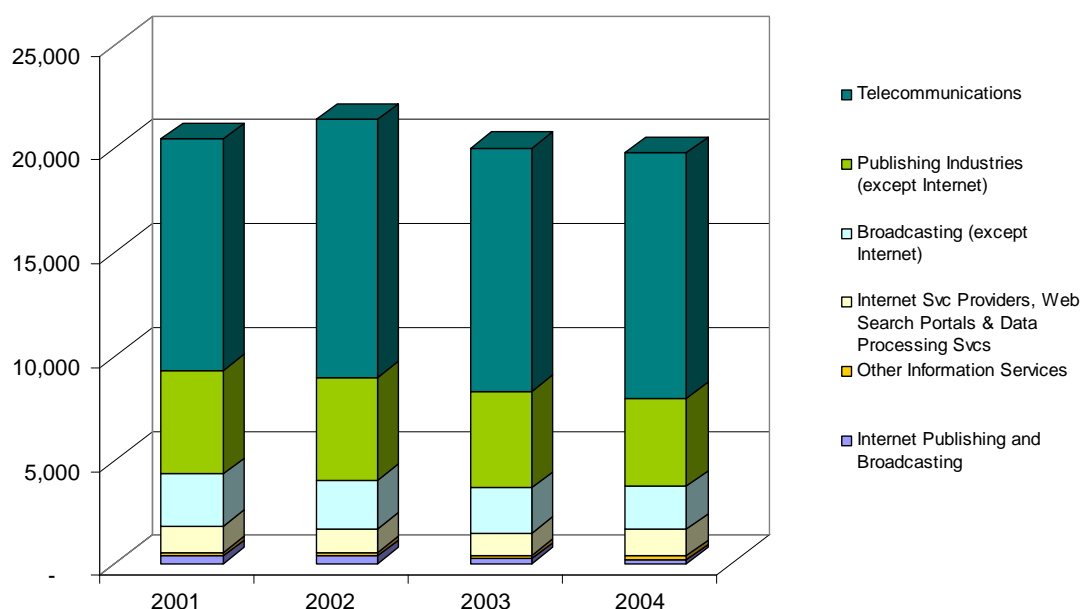
## BASIC INFORMATION SERVICES

Basic Information Services includes the main sectors Broadcasting; Internet Publishing & Broadcasting; Telecommunications; Internet Service Providers, Web Search Portals & Data Processing; and, Other Information Services. The industry provided over 19,700 jobs in 2004, which represented over 3% of the economic base jobs and over 2% of all jobs in the region.

Basic Information Services employment grew from 11,200 in 1990 to 17,500 jobs in 2002. The 2002 employment represented the peak in jobs for this industry, with job numbers dropping from 2002 to 2003. (The current data source shows a different number of jobs in 2002, but shows the same trend in growth into 2002, with a decline in 2003.)

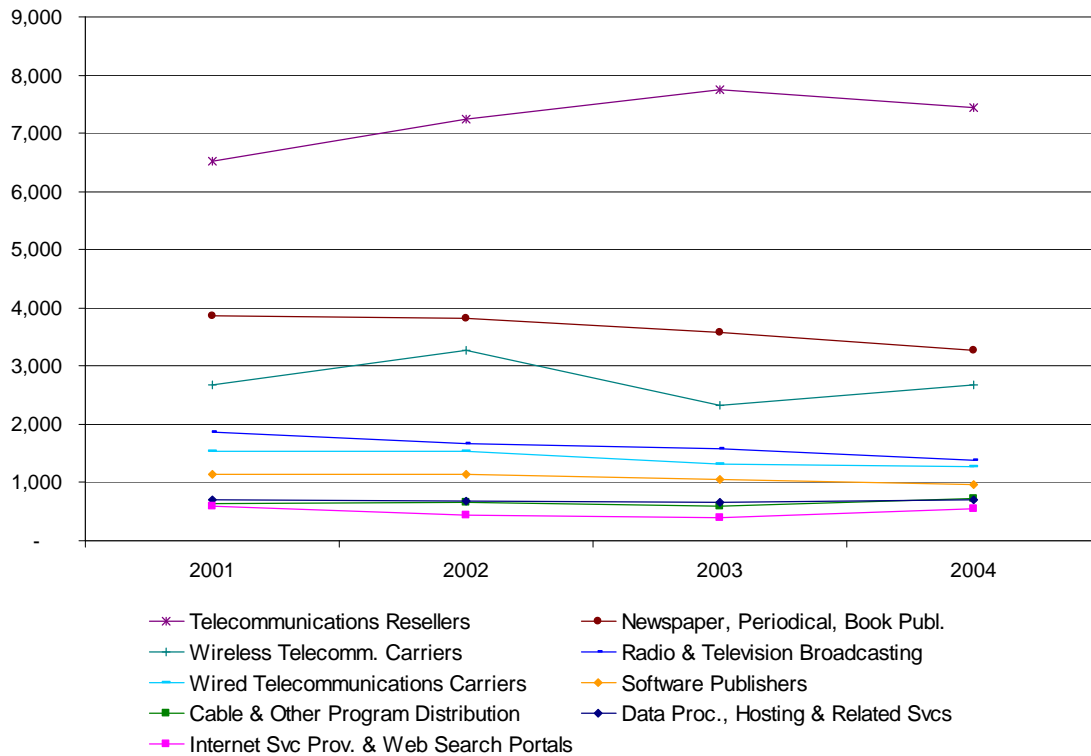
For the period 2001 – 2004, the industry lost almost 700 jobs, reporting 19,700 jobs in 2004, down over 3% from 2001. Of the six main sectors, only two reported job growth during this time. These were Telecommunications, with almost 11,800 jobs in 2004 and growth of 6%, and Other Information Services, with less than 200 jobs in 2004 and growth of 26%.

**Basic Information Services Jobs**

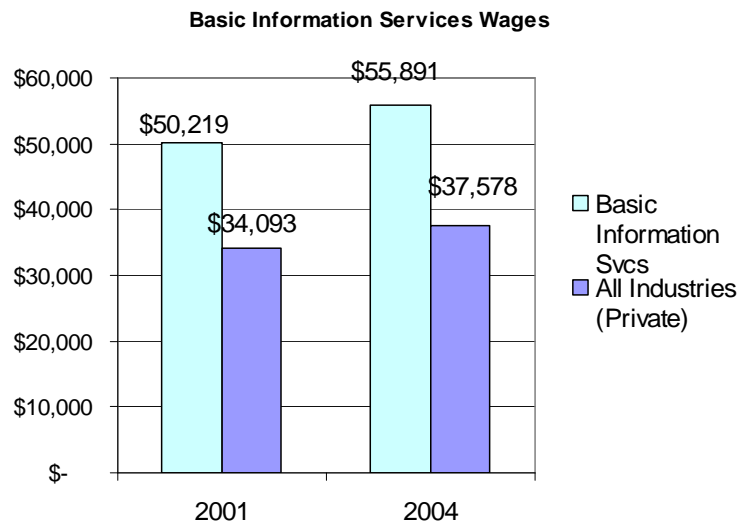


The largest component of this industry is Telecommunications, with almost 60% of the industry's jobs in 2004. Within Telecommunications, Telecommunications Resellers (7,400 jobs) and Wireless Carriers (almost 2,800 jobs) provided the most jobs in 2004, as they did in 2002. Of these, Telecommunication Resellers reported growth of almost 14% from 2001-2004, while Wireless Carriers employment peaked in 2002 only to fall in 2003. By 2004, the sector had regained jobs back to the 2001 level.

### Basic Information Services Leading Sub-sector Employment



The industry's average annual wage for the region in 2004 was \$55,891, up over 11% from the 2001 average of \$50,219. Basic Information Services provides 3% of the region's economic base jobs. The following chart graphs the changes from 2001 to 2004 and compares the industry's average with the region's overall average wage (all industries).



The following table provides employment data for the industry:

Greater Sacramento Region Basic Information Services (thousands of jobs)				
	1990	2000	2002	2004
Publishing Industries (except Internet)				
Software publishers	0.2	1.0	1.2	1.0
Broadcasting, except Internet	2.1	1.8	3.1	2.1
Internet publishing & broadcasting	0.0	0.1	0.5	0.2
Telecommunications	7.8	9.6	11.1	11.8
Wired carriers	1.1	1.5	1.5	1.3
Wireless carriers	0.5	1.5	3.3	2.7
Telecommunications resellers	5.7	5.8	6.0	7.4
ISPs & data processing	1.0	1.2	1.5	1.3
Other information services	0.0	0.1	0.2	0.2
<b>Basic Information Services</b>	<b>11.2</b>	<b>13.8</b>	<b>17.5</b>	<b>16.5</b>

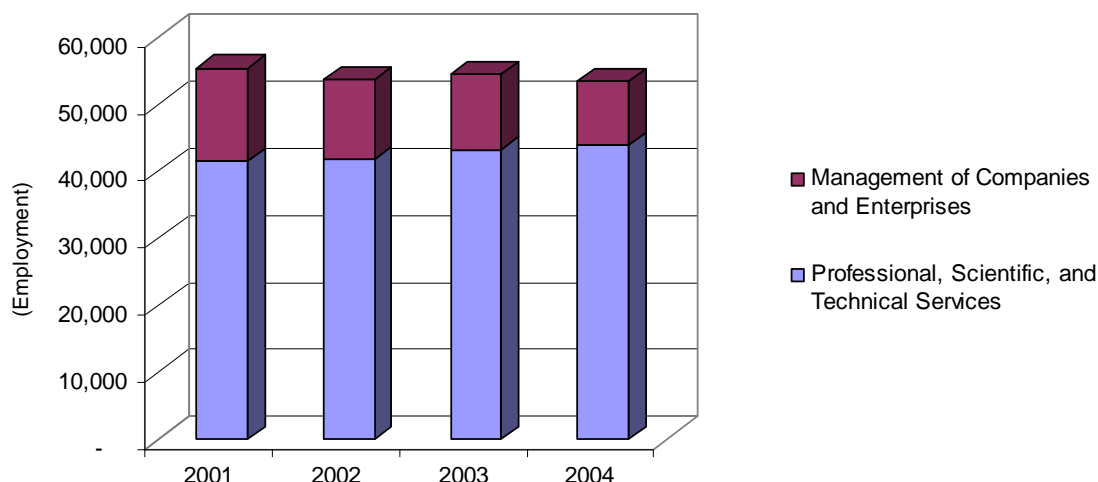
Source: EDD – Employment numbers for 1990, 2000 and 2002 shown above were taken from the first economic base report.

## PROFESSIONAL, TECHNICAL, SCIENTIFIC AND MANAGEMENT SERVICES

Professional, technical, scientific and management services is the fifth largest component of the Greater Sacramento Region's economic base, measured by employment. This industry provides almost 9% of the economic base jobs and almost 6% of the region's total employment.

The industry accounted for 53,300 jobs in 2004 and showed consistently strong growth until the recent recession. Job levels have fluctuated between 2001 and 2004, with employment decreasing by 3.6% during this period.

**Professional, Scientific, Technical & Management Services**



At the time of the last economic base report, Management of Companies & Enterprises, Architectural and Engineering Services and Computer Services were the largest sub-sectors within Professional, Technical, Scientific and Management Services. As of 2004, Management of Companies & Enterprises was still the largest, still followed by Architectural and Engineering Services, but now Legal Services and Management, Scientific & Technical Services are both larger than Computer Services.

Management of Companies & Enterprises had 11,800 jobs in 2002, up from 5,700 jobs in 1990. By 2004, Management of Companies dropped to 9,400 jobs, but still remains the largest sector within this industry.

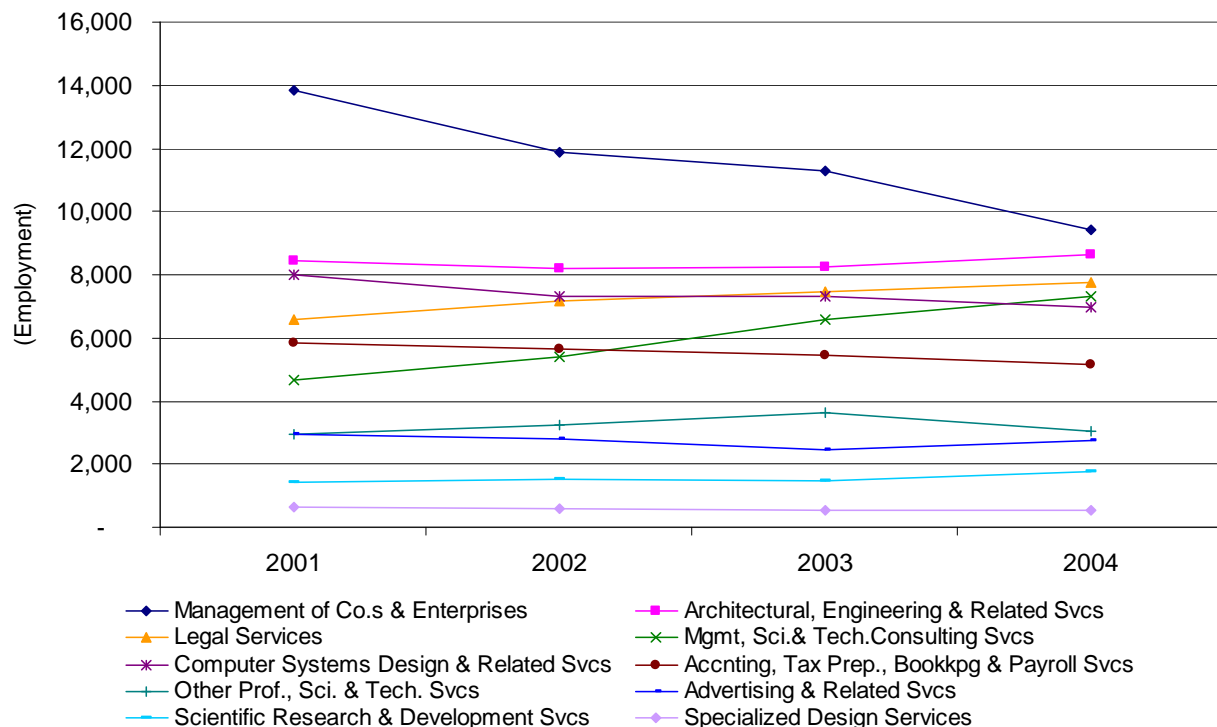
In 2002, Architectural and Engineering Services accounted for 8,300 jobs, up from 5,000 in 1990; as of 2004, the sector increased to 8,600 jobs.

Legal Services, now third in size within the industry, reported a 17.4% increase in employment from 2001 to 2004, with 7,700 jobs reported in 2004. This sector reported growth before the recent recession; job growth leveled off from 2000 to 2001, and then increased again from 2001 to 2004, with an increase of 17.4% during this period.

Management, Scientific & Technical Consulting Services reported growth from 1990 through 2000, and this has continued through 2004. In 1990, this sector reported about 1,900 jobs; in 2002, the sector reported about 5,400 jobs; and, in 2004, it reported just over 7,300 jobs. The sector's job growth from 2001 – 2004 was the highest in the Professional, Technical, Scientific & Management Services industry, at over 56%.

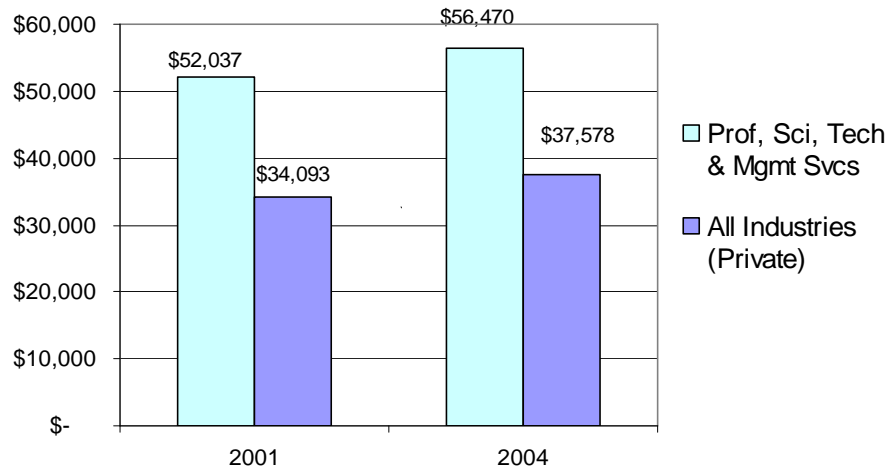
Computer services accounted for 7,400 jobs in 2002, up from 2,600 in 1990; however, jobs declined during the recent recession, showing losses from 2000 to 2001, and have fluctuated through 2004, with an overall job loss of 12.4% for 2001 - 2004.

### Professional, Scientific, Technical & Management Services Sub-sector Employment



The industry's average annual wage for the region in 2004 was \$56,470, up 8.5% from the 2001 average of \$52,037. Professional, Scientific, Technical & Management Services reported the highest average wage in the region's economic base and provides 9% of the region's economic base jobs. The following chart graphs the changes from 2001 to 2004 and compares the industry's average with the region's overall average wage (all industries).

### Professional, Scientific, Technical & Management Wages



The following table provides employment data for the industry:

<b>Greater Sacramento Region</b> <b>Professional, Technical, Scientific and Management Services</b> (Thousands of Jobs)				
	1990	2000	2002	2004
Legal services	6.1	6.7	7.1	7.7
Accounting services	4.8	5.5	5.6	5.1
Architectural and engineering services	5.0	8.1	8.3	8.6
Specialized design services	0.4	0.6	0.6	0.6
Computer systems services	2.6	7.9	7.4	7.0
Management. and technical consulting	1.9	3.9	5.4	7.3
Scientific R & D services	1.4	1.5	1.5	1.8
Advertising and related services	2.0	3.2	2.8	2.7
Other professional and tech. services	2.0	3.0	3.2	3.0
Management of companies	5.7	15.1	11.8	9.4
<b>Professional, Technical, Scientific and Management Services</b>	<b>32.0</b>	<b>55.6</b>	<b>53.7</b>	<b>53.3</b>

Source: EDD – Employment numbers for 1990, 2000 and 2002 shown above were taken from the first economic base report.



## HEALTH SCIENCES & SERVICES

For the previous economic base report, the Health Care & Social Assistance industry was used for studying employment in health care. The industry also included social services. For this and future reports, the Health Sciences & Services industry cluster will be used instead of Health Care & Social Assistance.

The Health Sciences & Services cluster includes health care services, such as offices of physicians, dentists, other health practitioners and other outpatient care facilities; hospitals; laboratories; home health care; nursing care and other residential care facilities. It also includes community, emergency and other relief services; vocational rehabilitation services; and, death care services. Within health sciences, the cluster includes pharmaceutical and medicine manufacturing; medical equipment and supplies manufacturing; and, scientific research and development (R&D) services.

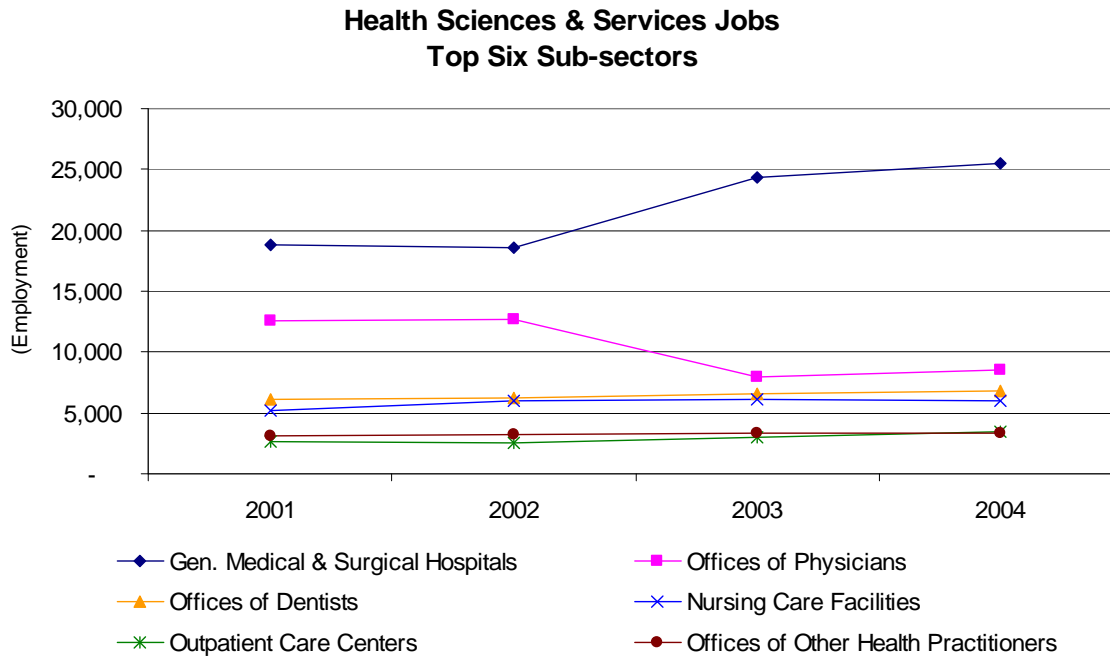
In 2004, the Health Sciences & Services cluster was the fourth largest component of the Greater Sacramento Region's economic base, providing over 71,800 jobs – almost 12% of the economic base jobs, and almost 8% of all jobs in the region.

From 1990-2002, the Health Sciences & Services cluster experienced growth throughout the period, with an average annual growth rate of 2.5%, as reported in the study, *Golden Opportunity, Growing Crisis: The Health Sciences and Services Cluster (September 2004)*. During the 1990-2002 period, the number of Health Sciences & Services jobs increased by 34%, from 49,900 in 1990 to 66,800 in 2002. (The current data source reports 66,600 jobs in 2002.)

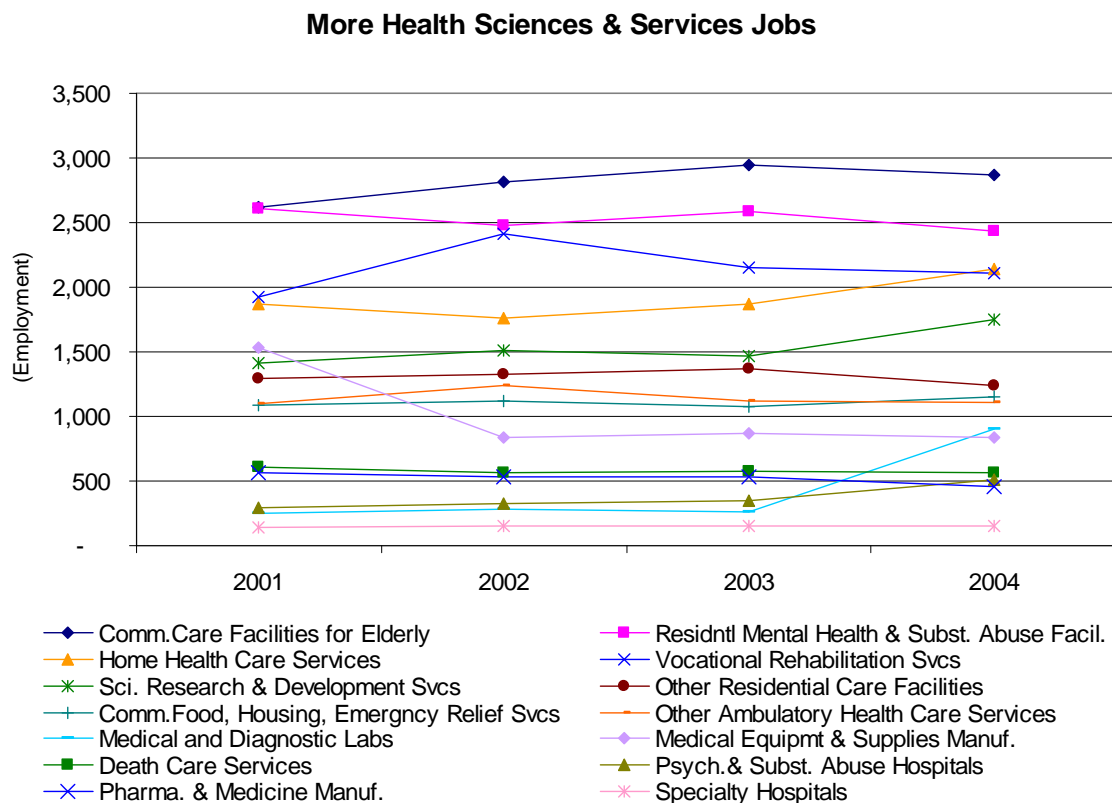
During the 2001-2004 period, the cluster grew steadily, from 65,600 jobs in 2001 to over 71,800 jobs in 2004 – a gain of 6,200 jobs or 9.5%.

Within the cluster, the General Medical & Surgical Hospitals sub-sector provides by far the most jobs, with over 25,500 jobs in 2004; this was an increase of 6,700 jobs, or almost 36%. The second largest sub-sector was Offices of Physicians, reporting almost 8,600 jobs in 2004, but experienced losses of almost 32%. Third, the Offices of Dentists sub-sector reported 6,800 jobs and 12% growth. These were followed by Nursing Care Facilities, with almost 6,000 jobs (up over 15%); Outpatient Care Centers with almost 3,500 jobs (up over 31%); and, Offices of Other Health Practitioners with 3,300 jobs (up almost 8%).

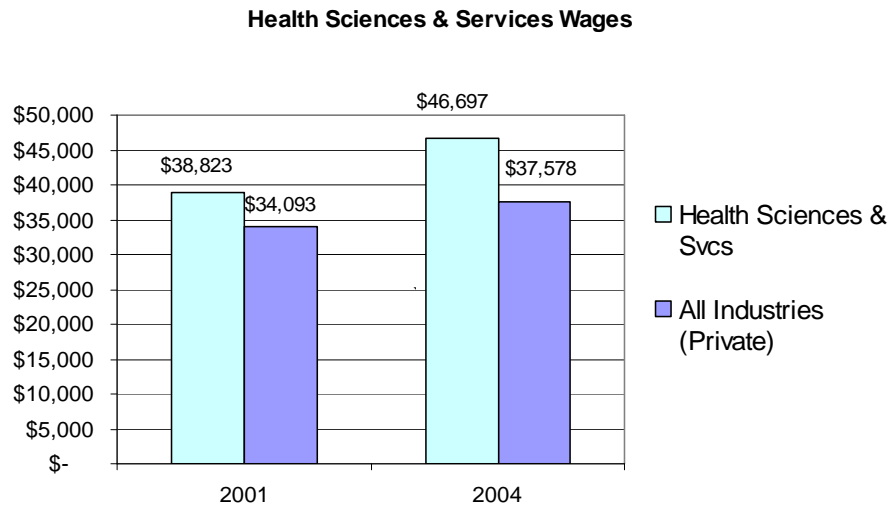
The following graph shows the change in employment from 2001 to 2004 for the top sub-sectors:



The next graph shows the change in employment from 2001 to 2004 for the remaining sub-sectors:



The cluster's average annual wage for the region in 2004 was \$46,697, up over 20% from the 2001 average of \$38,823. Health Sciences & Services provides 12% of the region's economic base jobs. The following chart graphs the changes from 2001 to 2004 and compares the industry's average with the region's overall average wage (all industries).



The following table provides data on cluster employment by sub-sector for 2001-2004:

<b>Greater Sacramento Region</b> <b>Health Sciences &amp; Services</b> (Thousands of Jobs)				
	2001	2002	2003	2004
Pharmaceutical & Medicine Manufacturing	0.6	0.5	0.5	0.5
Medical Equipment & Supplies Manufacturing	1.5	0.8	0.9	0.8
Scientific Research & Development Services	1.4	1.5	1.5	1.8
Offices of Physicians	12.6	12.6	8.0	8.6
Offices of Dentists	6.1	6.2	6.6	6.8
Offices of Other Health Practitioners	3.1	3.2	3.3	3.3
Outpatient Care Centers	2.6	2.6	3.0	3.5
Medical & Diagnostic Laboratories	0.3	0.3	0.3	0.9
Home Health Care Services	1.9	1.8	1.9	2.1
Other Ambulatory Health Care Services	1.1	1.2	1.1	1.1
General Medical & Surgical Hospitals	18.8	18.6	24.3	25.6
Psychiatric & Substance Abuse Hospitals	0.3	0.3	0.3	0.5
Specialty (except Psychiatric & Subst. Abuse) Hospitals	0.1	0.1	0.2	0.2
Nursing Care Facilities	5.2	6.0	6.1	6.0
Residential Mental Health & Subst. Abuse Facilities	2.6	2.5	2.6	2.4
Community Care Facilities for the Elderly	2.6	2.8	2.9	2.9
Other Residential Care Facilities	1.3	1.3	1.4	1.2
Comm. Food, Housing, Emergency & Other Relief Svcs	1.1	1.1	1.1	1.1
Vocational Rehabilitation Services	1.9	2.4	2.1	2.1
Death Care Services	0.6	0.6	0.6	0.6

Source: California Employment Development Department

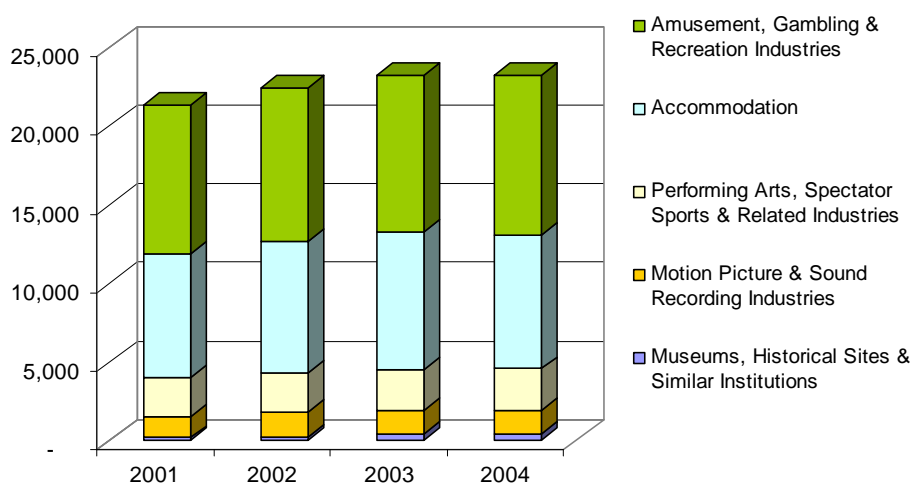
## ENTERTAINMENT & TOURISM

The Entertainment & Tourism industry combines Accommodation with Arts, Entertainment & Recreation, and also includes Motion Picture & Sound Recording Industries; it does not include Food Services. This is consistent with the original economic base reports for urban areas.

The Entertainment & Tourism industry is the eighth largest component of the Greater Sacramento Region's economic base. The industry provides almost 4% of the economic base jobs, and 2.5% of all jobs in the region. From 1990-2002, the Entertainment & Tourism industry employment grew from 17,500 jobs in 1990 to 22,900 jobs in 2002. Employment fluctuated and leveled off during the recession of the early '90's, then grew from 1995 through 2002, including during the recent recession.

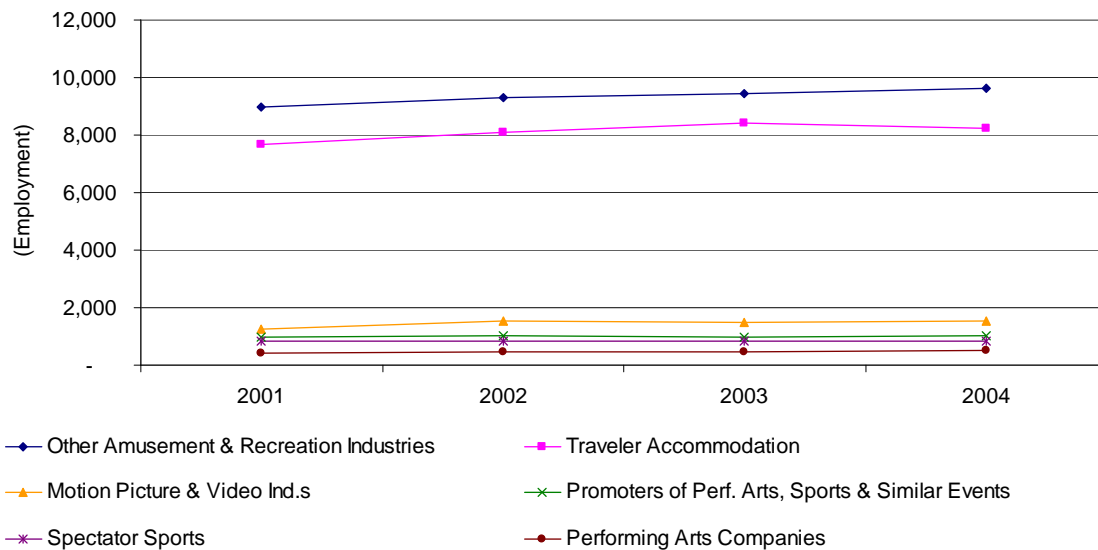
From 2001-2004, Entertainment & Tourism jobs grew from almost 21,400 jobs in 2001 to almost 23,300 jobs in 2004; an increase of over 1,900 jobs, or 9%. All five major sectors within the industry reported job growth from 2001-2004. The largest sector, Amusement, Gambling & Recreation Industries reported over 10,200 jobs in 2004, with growth of over 8% from 2001-2004. Next, the Accommodation sector reported 8,500 jobs and over 7% growth. The third largest sector, Performing Arts, Spectator Sports & Related Industries, reported 2,600 jobs, and growth of 4.5% for the period. The smallest sector, Museums, Historical Sites & Similar Institutions reported only 400 jobs in 2004, but growth of 110%.

Entertainment & Tourism Jobs



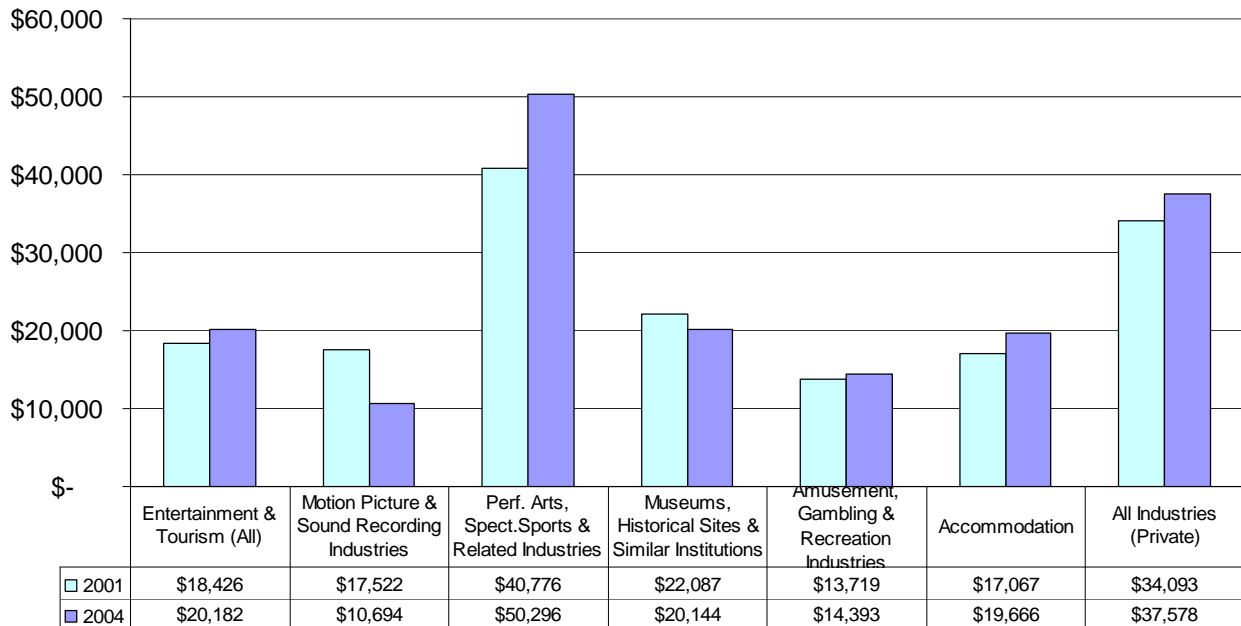
Across all sectors, the leading sub-sectors were Other Amusement & Recreation Industries, reporting over 9,600 jobs in 2004 (led by Fitness & Recreational Sports Centers, Skiing Facilities and Golf Courses & Country Clubs); and, Traveler Accommodation, reporting over 8,200 jobs (led by Hotels (except Casino Hotels) & Motels). The third largest sub-sector was Motion Picture & Video Industries, with over 1,500 jobs (led by Motion Picture Theaters (except Drive-Ins)).

### Entertainment & Tourism Leading Sub-sectors



The industry's average annual wage for the region in 2004 was \$20,182, up 9.5% from the 2001 average of \$18,426. Entertainment & Tourism provides 4% of the region's economic base jobs. Within the industry, the Performing Arts, Spectator Sports & Related Industries sector reported the highest average wage. The following chart graphs the changes from 2001 to 2004 and compares the industry's average with the region's overall average wage (all industries).

### Entertainment & Tourism Wages



The following table provides data on all sub-sectors in the industry, listed in NAICS code order:

<b>Greater Sacramento Region</b> <b>Entertainment &amp; Tourism</b> (Thousands)				
	<b>1990</b>	<b>2000</b>	<b>2002*</b>	<b>2004</b>
Motion Picture & Sound Recording Industries	1.1	1.2	2.0	1.6
Performing Arts, Spectator Sports, and Related Industries	4.1	2.4	2.5	2.6
Museums, Historical Sites, and Similar Institutions	0.2	0.2	0.2	0.4
Amusement, Gambling, and Recreation Industries	5.2	8.8	9.8	10.2
Accommodation	6.8	7.9	8.3	8.5
<b>Entertainment &amp; Tourism</b>	<b>17.5</b>	<b>20.6</b>	<b>22.9</b>	<b>23.3</b>

Source: California Employment Development Department

Employment numbers for 1990, 2000 and 2002 were taken from the first economic base report.

\* The current data source reported different employment totals for 2002, with 22,500 total jobs.

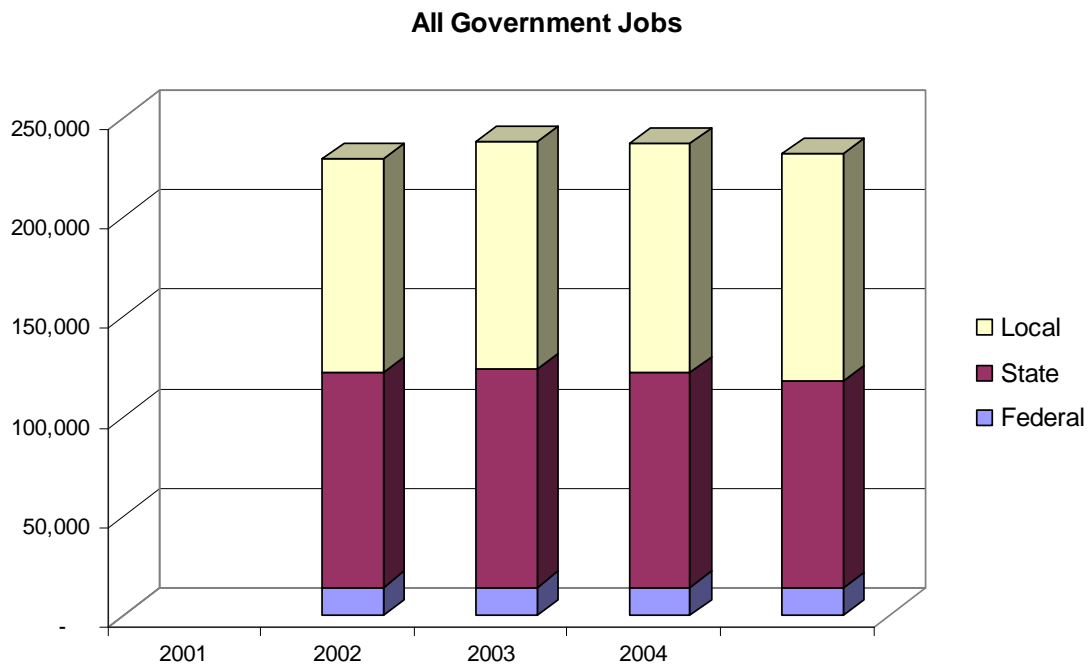
## ALL GOVERNMENT

All Government includes federal, state and local government jobs. Jobs in public education are reported in the state and local government sectors. Government jobs also include defense (reported at the federal level), law enforcement, firefighting and public services.

All Government is the largest component of the Greater Sacramento Region's economic base. This industry provided over 37% of the economic base jobs in the region in 2004, and over 25% of all jobs in the region.

From 1990-2002, Federal Government jobs decreased from 31,500 jobs in 1990 to 13,200 jobs in 2002. The largest losses came from military base closures. During the same period, State Government and State Government Education both grew, adding nearly 25,000 jobs between 1990 and 2002.

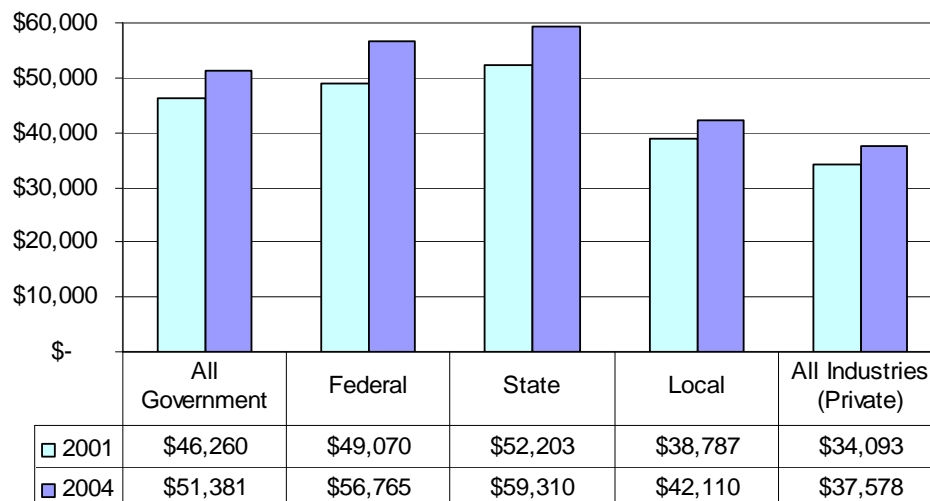
In 2004, Local Government represented over 49% of all government jobs; State Government represented almost 45%, and Federal Government represented 6%.



During the period 2001-2004, All Government jobs fluctuated, growing from 2001 to 2002, and then decreasing through 2004. Overall, All Government experienced growth of just over 1%. Local Government grew by over 6%, from 107,300 jobs in 2001 to 114,100 jobs in 2004. On the other hand, State Government and Federal Government both decreased. State Government went from 107,400 jobs in 2001 to 103,800 jobs in 2004, while Federal Government dropped from 14,300 to 13,900 jobs.

All Government average annual wages include the wages for a broad spectrum of jobs, including elected officials and executive branch, judicial, defense, law enforcement, firefighting, education and other public administration jobs. The industry's average annual wage for the region in 2004 was \$51,381, up 13.5% from the 2001 average of \$46,260. Within All Government, the average annual wage for Federal Government was \$56,765; the average for State Government was \$59,310; and, the average annual wage for Local Government was \$42,110. The following chart graphs the changes from 2001 to 2004 and compares the industry's average with the region's overall average wage (all industries).

### All Government Wages



The following table shows employment for each level of government from 2001-2004:

<b>Greater Sacramento Region</b> <b>All Government</b> (Thousands of Jobs)				
	2001	2002	2003	2004
Federal Government (includes Defense)	14.3	14.4	14.4	13.9
Federal Government Defense	1.4	1.2	1.8	1.7
State Government (includes Education)	107.4	109.4	107.8	103.8
State Government Education	24.6	25.6	26.1	26.2
Local Government (includes Education)	107.3	114.0	114.5	114.1
Local Government Education	60.2	64.6	63.4	62.8

Source: California Employment Development Department  
Some government employment may be suppressed due to confidentiality requirements.



## **APPENDIX A: Definition of Industry Sectors and Clusters by NAICS Codes**

The following lists the major industries and clusters included in the economic base reports, and defines them by NAICS code and classification. Most of these are defined at the three-digit and/or four-digit NAICS code levels, but some are defined at the five-digit and/or six-digit NAICS code levels.

### **THE FOOD CHAIN**

#### **Distribution**

4244	Grocery and Related Product Wholesalers
4245	Farm Product Raw Material Merchant Wholesalers
4248	Beer, Wine, and Distilled Alcoholic Beverage Merchant Wholesalers
42491	Farm Supplies Merchant Wholesalers
4452	Specialty Food Stores
49313	Farm Product Warehousing and Storage

#### **Processing**

3111	Animal Food Manufacturing
3112	Grain and Oilseed Milling
3113	Sugar and Confectionery Product Manufacturing
3114	Fruit and Vegetable Preserving and Specialty Food Manufacturing
3115	Dairy Product Manufacturing
3116	Animal Slaughtering and Processing
3117	Seafood Product Preparation and Packaging
3118	Bakeries and Tortilla Manufacturing
3119	Other Food Manufacturing
322215	Nonfolding Sanitary Food Container Manufacturing
32616	Plastics Bottle Manufacturing
327213	Glass Container Manufacturing
332115	Crown and Closure Manufacturing
332431	Metal Can Manufacturing
31211	Soft Drink and Ice Manufacturing
31212	Breweries
31213	Wineries
31214	Distilleries

#### **Production**

1111	Oilseed and Grain Farming
1113	Fruit and Tree Nut Farming
11141	Food Crops Grown Under Cover
11193	Sugarcane Farming
11194	Hay Farming
111991	Sugar Beet Farming
111992	Peanut Farming
1112	Vegetable and Melon Farming

111998	All Other Miscellaneous Crop Farming
1121	Cattle Ranching and Farming
1122	Hog and Pig Farming
1123	Poultry and Egg Production
1124	Sheep and Goat Farming
1125	Animal Aquaculture
1129	Other Animal Production
1141	Fishing
1142	Hunting and Trapping

## **Support**

1151	Support Activities for Crop Production
1152	Support Activities for Animal Production
22131	Water Supply and Irrigation Systems
23711	Water and Sewer Line and Related Structures Construction
32192	Wood Container and Pallet Manufacturing
3253	Pesticide, Fertilizer, and Other Agricultural Chemical Manufacturing
33311	Agricultural Implement Manufacturing
333294	Food Product Machinery Manufacturing
42382	Farm and Garden Machinery and Equipment Merchant Wholesalers
54194	Veterinary Services

## **CONSTRUCTION**

236	Construction of Buildings
2361	Residential Building Construction
2362	Nonresidential Building Construction
237	Heavy and Civil Engineering Construction
2371	Utility System Construction
2372	Land Subdivision
2373	Highway, Street, and Bridge Construction
2379	Other Heavy and Civil Engineering Construction
238	Specialty Trade Contractors
2381	Foundation, Structure, and Building Exterior Contractors
2382	Building Equipment Contractors
2383	Building Finishing Contractors
2389	Other Specialty Trade Contractors

## **MANUFACTURING VALUE CHAIN**

### **Design**

5413	Architectural, Engineering, and Related Services
5414	Specialized Design Services
5416	Management, Scientific, and Technical Consulting Services
5419	Other Professional, Scientific, and Technical Services

## Production

3111	Animal Food Manufacturing
3112	Grain and Oilseed Milling
3113	Sugar and Confectionery Product Manufacturing
3114	Fruit and Vegetable Preserving and Specialty Food Manufacturing
3115	Dairy Product Manufacturing
3116	Animal Slaughtering and Processing
3117	Seafood Product Preparation and Packaging
3118	Bakeries and Tortilla Manufacturing
3119	Other Food Manufacturing
3121	Beverage Manufacturing
3122	Tobacco Manufacturing
3131	Fiber, Yarn, and Thread Mills
3132	Fabric Mills
3133	Textile and Fabric Finishing and Fabric Coating Mills
3141	Textile Furnishings Mills
3149	Other Textile Product Mills
3151	Apparel Knitting Mills
3152	Cut and Sew Apparel Manufacturing
3159	Apparel Accessories and Other Apparel Manufacturing
3161	Leather and Hide Tanning and Finishing
3162	Footwear Manufacturing
3169	Other Leather and Allied Product Manufacturing
3211	Sawmills and Wood Preservation
3212	Veneer, Plywood, and Engineered Wood Product Manufacturing
3219	Other Wood Product Manufacturing
3221	Pulp, Paper, and Paperboard Mills
3222	Converted Paper Product Manufacturing
3231	Printing and Related Support Activities
3241	Petroleum and Coal Products Manufacturing
3251	Basic Chemical Manufacturing
3252	Resin, Synthetic Rubber, and Artificial Synthetic Fibers and Filaments Manufacturing
3253	Pesticide, Fertilizer, and Other Agricultural Chemical Manufacturing
3255	Paint, Coating, and Adhesive Manufacturing
3256	Soap, Cleaning Compound, and Toilet Preparation Manufacturing
3259	Other Chemical Product and Preparation Manufacturing
3261	Plastics Product Manufacturing
3262	Rubber Product Manufacturing
3271	Clay Product and Refractory Manufacturing
3272	Glass and Glass Product Manufacturing
3273	Cement and Concrete Product Manufacturing
3274	Lime and Gypsum Product Manufacturing
3279	Other Nonmetallic Mineral Product Manufacturing
3311	Iron and Steel Mills and Ferroalloy Manufacturing
3312	Steel Product Manufacturing from Purchased Steel
3313	Alumina and Aluminum Production and Processing
3314	Nonferrous Metal (except Aluminum) Production and Processing
3315	Foundries
3321	Forging and Stamping

3322	Cutlery and Handtool Manufacturing
3323	Architectural and Structural Metals Manufacturing
3324	Boiler, Tank, and Shipping Container Manufacturing
3325	Hardware Manufacturing
3326	Spring and Wire Product Manufacturing
3327	Machine Shops-Turned Product- and Screw, Nut, and Bolt Manufacturing
3328	Coating, Engraving, Heat Treating, and Allied Activities
3329	Other Fabricated Metal Product Manufacturing
3331	Agriculture, Construction, and Mining Machinery Manufacturing
3332	Industrial Machinery Manufacturing
3333	Commercial and Service Industry Machinery Manufacturing
3334	Ventilation, Heating, Air-Conditioning and Commercial Refrigeration Equipment Manufacturing
3335	Metalworking Machinery Manufacturing
3336	Engine, Turbine, and Power Transmission Equipment Manufacturing
3339	Other General Purpose Machinery Manufacturing
3341	Computer and Peripheral Equipment Manufacturing
3342	Communications Equipment Manufacturing
3343	Audio and Video Equipment Manufacturing
3344	Semiconductor and Other Electronic Component Manufacturing
3345	Navigational, Measuring, Electromedical, and Control Instruments Manufacturing
3346	Manufacturing and Reproducing Magnetic and Optical Media
3351	Electric Lighting Equipment Manufacturing
3352	Household Appliance Manufacturing
3353	Electrical Equipment Manufacturing
3359	Other Electrical Equipment and Component Manufacturing
3361	Motor Vehicle Manufacturing
3362	Motor Vehicle Body and Trailer Manufacturing
3363	Motor Vehicle Parts Manufacturing
3364	Aerospace Product and Parts Manufacturing
3371	Household and Institutional Furniture and Kitchen Cabinet Manufacturing
3372	Office Furniture (including Fixtures) Manufacturing
3379	Other Furniture Related Product Manufacturing

## Logistics

4811	Scheduled Air Transportation
4812	Nonscheduled Air Transportation
4821	Rail Transportation
4831	Deep Sea, Coastal, and Great Lakes Water Transportation
4832	Inland Water Transportation
4841	General Freight Trucking
4842	Specialized Freight Trucking
4861	Pipeline Transportation of Crude Oil
4862	Pipeline Transportation of Natural Gas
4869	Other Pipeline Transportation
4881	Support Activities for Air Transportation
4882	Support Activities for Rail Transportation
4883	Support Activities for Water Transportation
4884	Support Activities for Road Transportation
4885	Freight Transportation Arrangement

4889	Other Support Activities for Transportation
4911	Postal Service
4921	Couriers
4922	Local Messengers and Local Delivery
4931	Warehousing and Storage

## WHOLESALE TRADE

423	Merchant Wholesalers, Durable Goods
424	Merchant Wholesalers, Nondurable Goods
425	Wholesale Electronic Markets & Agents & Brokers

## RETAIL TRADE

441	Motor Vehicle and Parts Dealers
4411	Automobile Dealers
4412	Other Motor Vehicle Dealers
4413	Automotive Parts, Accessories, and Tire Stores
442	Furniture and Home Furnishings Stores
4421	Furniture Stores
4422	Home Furnishings Stores
443	Electronics and Appliance Stores
4431	Electronics and Appliance Stores
444	Building Material and Garden Equipment and Supplies Dealers
4441	Building Material and Supplies Dealers
4442	Lawn and Garden Equipment and Supplies Stores
445	Food and Beverage Stores
4451	Grocery Stores
4452	Specialty Food Stores
4453	Beer, Wine, and Liquor Stores
446	Health and Personal Care Stores
4461	Health and Personal Care Stores
447	Gasoline Stations
4471	Gasoline Stations
448	Clothing and Clothing Accessories Stores
4481	Clothing Stores
4482	Shoe Stores
4483	Jewelry, Luggage, and Leather Goods Stores
451	Sporting Goods, Hobby, Book, and Music Stores
4511	Sporting Goods, Hobby, and Musical Instrument Stores
4512	Book, Periodical, and Music Stores
452	General Merchandise Stores
4521	Department Stores
4529	Other General Merchandise Stores
453	Miscellaneous Store Retailers
4531	Florists
4532	Office Supplies, Stationery, and Gift Stores
4533	Used Merchandise Stores
4539	Other Miscellaneous Store Retailers
454	Nonstore Retailers

- 4541 Electronic Shopping and Mail-Order Houses
- 4542 Vending Machine Operators
- 4543 Direct Selling Establishments

## **BASIC INFORMATION SERVICES**

- 511 Publishing Industries (except Internet)
- 515 Broadcasting (except Internet)
- 516 Internet Publishing and Broadcasting
- 517 Telecommunications
- 518 Internet Service Providers, Web Search Portals, and Data Processing Services
- 519 Other Information Services
  
- 5111 Newspaper, Periodical, Book, and Directory Publishers
- 5112 Software Publishers
- 5151 Radio and Television Broadcasting
- 5152 Cable and Other Subscription Programming
- 5161 Internet Publishing and Broadcasting
- 5171 Wired Telecommunications Carriers
- 5172 Wireless Telecommunications Carriers (except Satellite)
- 5173 Telecommunications Resellers
- 5174 Satellite Telecommunications
- 5175 Cable and Other Program Distribution
- 5179 Other Telecommunications
- 5181 Internet Service Providers and Web Search Portals
- 5182 Data Processing, Hosting, and Related Services
- 5191 Other Information Services

## **REAL ESTATE & RENTAL & LEASING**

- 531 Real Estate
- 5311 Lessors of Real Estate
- 5312 Offices of Real Estate Agents and Brokers
- 5313 Activities Related to Real Estate
- 532 Rental and Leasing Services
- 5321 Automotive Equipment Rental and Leasing
- 5322 Consumer Goods Rental
- 5323 General Rental Centers
- 5324 Commercial and Industrial Machinery and Equipment Rental and Leasing
- 533 Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)
- 5331 Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)

## **PROFESSIONAL, SCIENTIFIC, TECHNICAL & MANAGEMENT SERVICES**

- 541 Professional, Scientific, and Technical Services
- 5411 Legal Services
- 5412 Accounting, Tax Preparation, Bookkeeping, and Payroll Services
- 5413 Architectural, Engineering, and Related Services
- 5414 Specialized Design Services

5415	Computer Systems Design and Related Services
5416	Management, Scientific, and Technical Consulting Services
5417	Scientific Research and Development Services
5418	Advertising and Related Services
5419	Other Professional, Scientific, and Technical Services
551	Management of Companies and Enterprises
5511	Management of Companies and Enterprises

## **ADMINISTRATIVE & SUPPORT & WASTE SERVICES**

561	Administrative and Support Services
5611	Office Administrative Services
5612	Facilities Support Services
5613	Employment Services
5614	Business Support Services
5615	Travel Arrangement and Reservation Services
5616	Investigation and Security Services
5617	Services to Buildings and Dwellings
5619	Other Support Services
562	Waste Management and Remediation Services
5621	Waste Collection
5622	Waste Treatment and Disposal
5629	Remediation and Other Waste Management Services

## **HEALTH SCIENCES & SERVICES**

3254	Pharmaceutical and Medicine Manufacturing
3391	Medical Equipment and Supplies Manufacturing
5417	Scientific Research and Development Services
6211	Offices of Physicians
6212	Offices of Dentists
6213	Offices of Other Health Practitioners
6214	Outpatient Care Centers
6215	Medical and Diagnostic Laboratories
6216	Home Health Care Services
6219	Other Ambulatory Health Care Services
6221	General Medical and Surgical Hospitals
6222	Psychiatric and Substance Abuse Hospitals
6223	Specialty (except Psychiatric and Substance Abuse) Hospitals
6231	Nursing Care Facilities
6232	Residential Mental Retardation, Mental Health and Substance Abuse Facilities
6233	Community Care Facilities for the Elderly
6239	Other Residential Care Facilities
6242	Community Food and Housing, and Emergency and Other Relief Services
6243	Vocational Rehabilitation Services
8122	Death Care Services

## **ENTERTAINMENT & TOURISM – URBAN REGIONS**

512	Motion Picture and Sound Recording Industries
711	Performing Arts, Spectator Sports, and Related Industries
712	Museums, Historical Sites, and Similar Institutions
713	Amusement, Gambling, and Recreation Industries
721	Accommodation

## **ENTERTAINMENT & TOURISM – RURAL REGIONS**

711	Performing Arts, Spectator Sports, and Related Industries
712	Museums, Historical Sites, and Similar Institutions
713	Amusement, Gambling, and Recreation Industries
721	Accommodation
722	Food Services and Drinking Places

## **OTHER SERVICES (EXCEPT PUBLIC ADMINISTRATION)**

811	Repair and Maintenance
8111	Automotive Repair and Maintenance
8112	Electronic and Precision Equipment Repair and Maintenance
8113	Commercial and Industrial Machinery and Equipment
8114	Personal and Household Goods Repair and Maintenance
812	Personal and Laundry Services
8121	Personal Care Services
8122	Death Care Services
8123	Drycleaning and Laundry Services
8129	Other Personal Services
813	Religious, Grantmaking, Civic, Professional, and Similar Organizations
8131	Religious Organizations
8132	Grantmaking and Giving Services
8133	Social Advocacy Organizations
8134	Civic and Social Organizations
8139	Business, Professional, Labor, Political, and Similar Organizations
814	Private Households
8141	Private Households

## **ALL GOVERNMENT**

Federal Government
Department of Defense
Other Federal Government
State Government
State Government Education
Other State Government
Local Government
Local Government Education
Other Local Government





California Economic Strategy Panel  
801 K Street, Suite 2101  
Sacramento, CA 95814  
916-327-9064

